



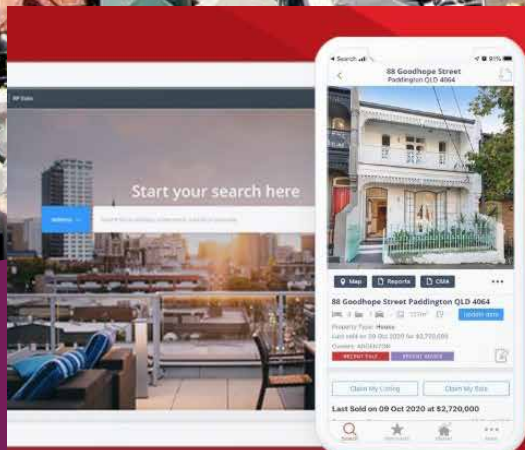
# QUEENSLAND MARKET MONITOR

YOUR SUBURB BY SUBURB PROPERTY GUIDE

DECEMBER 2020 | ISSUE 48  
Reporting on the September Quarter 2020



**BRISBANE BREAKS MEDIAN PRICE RECORD**  
**NOOSA REMAINS AT THE TOP**  
**TOWNSVILLE SHINES AS SECOND BEST PERFORMER**  
**MACKAY RECORDS HIGHEST ANNUAL MEDIAN PRICE HIKE**



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# REIQ RESEARCH EXPLANATORY NOTES

## SALES MARKET DATA

All figures for the most recent quarterly and yearly periods are preliminary only and subject to further revision as additional sales records become available (see Research Methodology online at [reiq.com](http://reiq.com)).

As of the June quarter 2013, all sales data includes "Recent Sales" as advised by real estate agents as well as official records as advised by DNRM. As such comparisons with figures published prior to the June quarter 2013 should be done with caution.

A median sale price is derived by arranging a set of sale prices from lowest to highest and then selecting the middle value within this set (i.e. the 50th percentile, where half of recorded sales were less and half were higher than the median).

Only suburbs and regions to record sufficient sales numbers (at least 20 sales for the quarter) at the time of reporting are published.

Median price changes are influenced by varying quality of properties sold.

N/A Due to insufficient sales numbers (as at the time of data extraction) no median sale price has been calculated.

N/D Not displayed due to price movements potentially driven by type of stock transacting.

(LGA) Local Government Area

(SD) Brisbane Statistical Division comprising the LGA of Brisbane City, Ipswich City, Logan City, Moreton Bay Regional and Redland City.

Sunshine Coast (SD)  
Sunshine Coast Region comprising the LGA of Sunshine Coast Regional and Noosa.

# Figures based upon the new council boundaries

^ Indicates acreage sales only (with land size greater than 2400m<sup>2</sup>). All other data is based upon sales with a land size of less than 2400m<sup>2</sup>

#<sup>1</sup> Smallest stock on market refers to all houses for the year to November 2018. The annual median house prices refer to houses <2400m<sup>2</sup> and for the year to December 2018.

## ON THE MARKET INDICATORS

At the time of publication, latest information available was for the 12 months ending the month prior to end of the quarter reporting period.

"Days on Market" is calculated as the median number of days it has taken to sell those properties sold by private treaty during the last 12 months. The calculation excludes auction listings and listings where an asking price is not advertised. The days on market calculation uses the contract date on the property compared with the first advertised date.

"Vendor Discount" is the median difference between the contract price on a property and the first advertised price. The figure is expressed as a percentage and is an average of all private treaty sales which sold for less than their initial asking price.

"Total Listings" is the total unique number of properties that have been advertised for sale and captured by CoreLogic RP Data over the 12 month period. To be included in the count, the listings have to be matched to an actual address.

"% Stock on Market" is the percentage of dwellings within the suburb or local government area that has been listed for sale over the past year.

The market trends data changed in November 2018 to improve the accuracy of the residential property universe. Recent changes have had an impact in the overall counts of properties and overall listing volumes. As such, an annual comparison of the stock on market may not necessarily provide an accurate representation of trends.

Source: REIQ, data supplied by CoreLogic

## PRICE POINT GRAPHS

Some data contained within these graphs represents preliminary sales numbers and is subject to revision as additional sales records become available.

The data excludes any recent sales transactions where the contract sale price was not disclosed.

The intention of these graphs is to gauge trends in sales activity between periods in lieu of actual final sales results and compare it with historical data.

Source: REIQ, data supplied by CoreLogic

## DEMOGRAPHICS INFOGRAPHICS

Population data has been sourced from the Australian Bureau of Statistics and refers to December 2017. Median age and ownership structure of the dwellings has been sourced from the 2016 Census data.

## EMPLOYMENT INFOGRAPHICS

The employment data for the SA4 region is sourced from the Australian Bureau of Statistics (ABS 6291.0.555.001). The data refers to the relevant QMM quarter.

## HOUSE AND UNIT MARKET INFOGRAPHICS

Arrows denote annual trend for the relevant indicator.

## RENTAL MARKET DATA

All median weekly rents are published on a postcode basis, as calculated by the Residential Tenancies Authority, where sufficient data is available.

Caution should be exercised when interpreting any median rental price data based upon a relatively small number of new bond lodgements.

L Listed localities (or suburbs) represent one or potentially several that fall within that postcode.

N/A Due to insufficient new bond lodgements, no median rental price has been calculated

Source: Residential Tenancies Authority, rental bond lodgements

## GROSS RENTAL YIELDS

House yields are based upon median house prices and RTA median weekly rent for three-bedroom houses.

Unit yields are based upon median unit and townhouse sale prices and RTA median weekly rent for two-bedroom units.

Rental Yield Trend:

Steady = +/- 0 to 0.3%pts

Up = + 0.3%pts or more

Down = - 0.3%pts or more

## VACANCY RATES

All figures are based upon all residential rentals as at the end of each quarterly period, as submitted by real estate agents.

N/A Due to insufficient information received no vacancy rate has been calculated.

Source: REIQ Residential Rental Survey

The REIQ classes rental markets into three categories, weak, healthy, or tight. These markets are classified according to vacancy rates:

0 - 2.5% = tight

2.6 - 3.5% = healthy

3.6% - plus = weak





# Table of Contents

Queensland Market Overview .....	4	Sunshine Coast.....	62
Capital City Comparison.....	12	Fraser Coast .....	70
Sales Market Summary.....	18	Bundaberg.....	74
Rental Market Summary.....	24	Gladstone.....	78
Greater Brisbane Market Updates		Rockhampton .....	82
Greater Brisbane.....	30	Mackay .....	88
Brisbane LGA .....	44	Townsville .....	94
Regional Market Updates		Cairns .....	98
Gold Coast .....	52	Other Regional .....	102
Toowoomba .....	58		

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**Source:** REIQ, data supplied by CoreLogic

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# QUEENSLAND MARKET OVERVIEW

## EMPLOYMENT MARKET



Unemployment Rate

**5.4%**



Participation Rate

**64.4%**

## HOUSE MARKET (<2400M<sup>2</sup>)



Quarter median price

**\$490,000**



Annual median price

**\$485,000**



Annual volume of sales

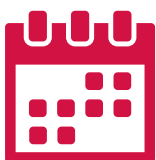
**57,343**



Annual median price 5yrs ago

**\$445,000**

## HOUSE MARKET ALL



Median days on market

**45 Days**



Median vendor discount

**-3.7%**



Stock on market

**7.0%**

## Queensland Sidesteps Stamp Duty Reforms

Editor: Olivier Björksäter-Bleylock

Data: Sandra Stuckey

Analysis: Nicola McDougall and Kieran Clair

**In politics, they say old habits die hard. In early July, Queensland Treasurer, Cameron Dick dared his New South Wales and Victorian counterparts to lower tax rates, saying the Palaszczuk Government wouldn't entertain any tax reforms until our southern neighbours became more competitive. The statement wasn't a lapse in judgement or a brain snap. After all, deriding your political counterparts elsewhere across the nation has become a popular sport, but jibes like these can have a galvanising effect.**

Last month, the New South Wales Government announced plans to change the way tax is paid on property in the State. The new system gives people the option to choose between the current system of paying stamp duty when buying a house, or paying a small annual property tax for as long as they own the house. So, how do the numbers stack up? Should you choose to pay stamp duty, the numbers are of the slightest difference: For a property costing \$1 million, if you purchased it prior to July 2020, your stamp duty would have totalled **\$40,439.95** (\$8,990.00 + 4.5 per cent of every dollar over \$300,001.00), however under the current system you will now be charged **\$40,335.00** (\$9,285.00 + \$690,000.00/\$100 x 4.50). However, the New South Wales Government's reform will mean people can avoid the \$40,000 impost, by instead paying a small annual property tax for as long as they own the house. This will make them more willing to move, and thus improving productivity and boosting economic growth. There are currently no details as to how an annual figure would be calculated.

Market movements in the last 12 months accompanied with the sharp decrease in sales activity has clearly reduced the amount of stamp duty flowing into State and Territory coffers, highlighting the need for reform. The New South Wales Government hopes the changes will provide a much more reliable, long-term revenue stream while making it cheaper and easier for people to move home. They also want to give people the option of not paying the existing land tax, which is paid on large commercial properties and residential investment properties over a certain value.

This approach is not without its problems. While an optional tax approach avoids people being subject to double taxation, whereby they've paid stamp duty but then have to pay property tax on the same dwelling too; a mixed approach could still create a moral hazard. As buyers planning to live in a home for a limited period would opt to pay the tax, while those planning to stay in a house for the long-term would opt for the stamp duty. It could create a large short-term budget shortfall if many more buyers opted for the land tax. Decades down the line, it would mean that a large portion of homes are subject to property tax and the rest are not, calling into question whether or not the reform would be budget neutral.

Meanwhile, with speculation that Victoria was set to follow its northern neighbour in reforming stamp duty when it delivered its budget late last month, the Victorian Government instead made housing a key feature to generate jobs and drive the State's recovery from the coronavirus recession. As a result, Victorian home buyers will save 50 per cent in stamp duty, worth up to \$27,500 on properties valued up to \$1 million and for new builds (which represent the bulk of Victorian home sales), and 25 per cent in stamp duty, worth up to \$13,750, on existing residential properties. These reductions are in place until the end of the financial year.

The pioneer of stamp duty abolishment belongs with the Australian Capital Territory, where it's been eight years since the government began phasing out stamp duty as part of its 20-year plan to reform the Territory's property tax system. So far, stamp duty has been abolished for first-home buyers and commercial properties with a value of \$1.5 million or less. To compensate for the loss of revenue, the State Government introduced higher land taxes and rates for residential and commercial property owners. Recently, one of the authors of a review of the Australian Capital Territory's tax reform efforts said the economic benefits were worth any short-term political pains. Dr Jason Nassios, a Senior Research Fellow at the Centre of Policy Studies (CoPS) based at Victoria University's Flinders Street Campus in Melbourne, was part of a team of economists that reviewed the Australian Capital Territory's reform effort this year and said the shift from stamp duty to property tax made sound economic sense for the whole community. "If other States or Territories want to pursue a tax reform, then this is the one that gives you the biggest bang for your buck," said Dr Nassios.



The Australian Capital Territory's reforms are different to those proposed by New South Wales too, with the Territory gradually scaling down the level of stamp duty charged on transactions, while scaling up the amount households pay through the rates on their homes as well as abolishing insurance duties. "Insurance duties and stamp duties are two of the more distortionary State taxes, and when the ACT began their transition over the period that we studied - 2012 to 2018, we found increases to real Gross State Product, real consumption and real investment activity," said Dr Nassios. "Therefore, there are real economic benefits from the transition from general rates."

The senior research fellow further commented that governments embarking on tax reforms may face political challenges trying to sell their plans, but in the end the benefits to the community are worthwhile. "We all benefit from a reform of this kind, at least from an economic perspective. It boosts real incomes, so we all feel a little bit richer for it. It boosts employment opportunities because you're removing economic distortion in some key sectors," added Dr Nassios.

Property tax concessions were notably absent from the Queensland Government's recent budget, with Treasury instead focussing on interstate migration, health and education investments and infrastructure spending. The Government will however pursue a build-to-rent pilot program with Mirvac and Frasers Property Australia to develop two affordable housing projects in Brisbane's Newstead and Fortitude Valley. So, with Queensland benefiting more than all other states and territories from high interstate migration year in year out, is the abolishment of stamp duty in this year's Budget a missed opportunity for the Queensland State Government?

The Real Estate Institute of Queensland (REIQ) believe it is, highlighting that the impact of COVID-19 and the need for economic recovery brings a heightened sense of urgency to this conversation. Stamp duty on property transactions is highly distortionary, harms the economy, worsens housing affordability and provides a roller coaster revenue stream for the Government.

According to the REIQ, the Palaszczuk Government will be better to abolish stamp duty outright as it continues to seek urgent action from the Queensland Government to assist in maintaining the stability of the Queensland property market in the face of the economic impacts of the COVID-19 pandemic.

"Stamp duty is one of Australia's least efficient and most unpopular taxes. As a direct disincentive to purchasing property; stamp duty reduces labour mobility, increases business restructuring costs, prevents efficient upsizing or downsizing, and makes the economy less efficient. These factors are to the detriment of businesses and workers that rely on the turnover of

stock in the property sector," explained Antonia Mercorella, Chief Executive Officer of the REIQ. "Clearly the abolition of stamp duty – universally acknowledged as the most harmful tax within Australia – must be front and centre of any meaningful tax reform effort at this moment when it's most needed. That's why it really is a missed opportunity to do something really impactful for the Queensland economy in which we would have a more stable tax base in the future, while help with housing affordability."

In fact, abolishment of stamp duty could see a 60 per cent increase in property transactions, plus every \$1 million spent on residential construction creates nine jobs. Queensland's residential real estate sector is worth over \$1 trillion and employs over 50,000 Queenslanders directly with many more employed in associated industries. Activity within the real estate sector contributes in excess of \$30 billion every year to the Queensland Government. Protecting and sustaining the Queensland real estate sector is critical to safeguarding our property market and supporting our local economy. In order to do so, strong action needs to be taken now.

The REIQ proactively has developed a 10-point policy platform that will assist in minimising the potential economic impacts of COVID-19 on the real estate sector. In order to maintain stability and optimism in the Queensland property market during the pandemic, the REIQ is urgently asking the Queensland State Government to act in ten key areas.

"As real estate businesses shift from operational survival to market recovery, it's absolutely critical that we have policies that promote innovation, productivity and economic growth as essential success factors, alongside positive social and community outcomes," further explained Mercorella. "We also need to ensure that any policy changes are fit-for-purpose and future focused, beyond any election cycle, to ensure Queensland's property market continues to support our State economy, particularly through the recovery stages post pandemic. The case for action is obvious. No ifs, buts or maybes – for any responsible Government, that's the task."

#### **STAMP DUTY: Stamp duty reform and transition to stamp duty abolishment**

Considered the most economically inefficient and volatile tax imposed by State Governments, stamp duty is also the most significant barrier to home ownership; discouraging housing turnover and restricting mobility. It's estimated that as many as 340,000 property transactions are foregone annually due to the existence of stamp duty, and accounts for approximately 45 per cent of the total cost of moving property. With real estate vital to Queensland's prosperity, the abolition of stamp duty would increase

economic activity and maximise housing choice and access.

Furthermore, Australian Bureau of Statistics (ABS) data demonstrates the number of new businesses entering the Queensland economy has declined. With COVID-19 impacting thousands of businesses, the removal of stamp duty to business sales would help to remove financial barriers and encourage business sales. Queensland needs a program to modernise our taxation system, with stamp duty the centrepiece of this reform. The REIQ propose a 10-year program to transition to stamp duty abolishment with two key phases:

- **Phase 1: Introduce stamp duty exemptions for Queenslanders aged over 65 years and all business sales.** Forecasts predict approximately 380,000 additional homes will be required in Queensland over the next 10 years. Analysis commissioned by the Treasury Department found that with the right incentives in place, as many as 50,000 properties currently occupied by senior Australians could be freed up for younger buyers. The removal of this costly tax would provide the State's seniors with more incentive to move into more appropriate housing thereby freeing up housing for up-sizing families.

- **Phase 2: Replace stamp duty with a broad-based land tax, as it is in the Australian Capital Territory.** Analysis performed by the Treasury found stamp duty to be the tax with the highest long-term costs for living standards, while land tax had the lowest economic cost. Research from the Grattan Institute estimates that replacing stamp duty with a broad-based land tax would add as much as \$9 billion annually to Gross Domestic Product across all the states. This reform would also ensure no tax burdens fall disproportionately onto certain groups and provide a more stable form of revenue. Transitional arrangements would need to be applied to existing landowners who have already paid stamp duty.

"Lessening the financial burden of stamp duty in particular will lessen the perceived financial risk, and act as a significant incentive to purchasers who may otherwise be discouraged from purchasing during this crucial period," explains Mercorella. "Similarly, such an initiative would encourage vendors to list their properties as the pandemic continues, buoyed by the likelihood of increased buyer activity."

#### **FIRST HOME BUYERS GRANT: Extend the First Home Buyer's Grant to established housing.**

The Queensland Government continues to help Queenslanders access the property market, with the First Home Owners' Grant providing first-time home buyers that extra bit of help to get into the property market sooner. However, in its current form it has limitations, offering eligible recipients \$15,000 towards



buying or building a new home. The Queensland grant only covers new houses, units, and townhouses, as well as off-the-plan or build yourself options. To support Queensland's COVID-19 economic recovery, the State Government is funding and supporting a range of initiatives to improve housing affordability, promote investment and stimulate construction industry jobs. Yet when it comes to the First Home Buyer's Grant, we believe it can go further. When you consider first home buyers have experienced a 220.3 per cent increase in the price of new construction over the time period 1995/96 to 2017/18 (while CPI over that time was 69.9 per cent and the mean gross household income increased by 64.7 per cent).

"Any stimulus measures for the property market must support the whole of real estate for the benefit of all Queenslanders, which includes providing access and choice in established housing," added Mercorella. "By doing so, it will help drive consumer confidence upward, accelerate our economy and increase the labour market across both construction and real estate - two of Queensland's largest industry employers."

Without comprehensive stimulus measures that extend to established housing, it's likely to exacerbate artificial price hikes in an already volatile climate, making it increasingly difficult for many buyers to purchase property. High unemployment, a pause in immigration, rent reductions and mortgage deferrals all still pose threats to property prices in the short- to medium-term. While dire predictions of a dramatic plunge in housing values have so far failed to materialise, it doesn't discount the fact we still need to protect our property market.

"With established home sales outpacing new listings, buyers are back out in force and ready to purchase property. However, sellers are really yet to follow," explained Mercorella. "Property sales plummeted as physical distancing restrictions forced a temporary halt on open homes and on-site auctions. We've done remarkably well to maintain relatively stable property market conditions across Queensland throughout this pandemic, but these conditions won't last if we don't have more sellers back in the market."

**TENANCY REFORMS:** In support of the Review of the Residential Tenancies Rooming Accommodation Act 2008 (RTRA Act), the modernisation of tenancy laws is needed.

Over 36 per cent of Queensland's population rent, and 90 per cent of that housing is provided by private owners. Given the current and future rental needs of the community, it's critical that tenants and property owners have access to a fair and balanced legislative framework that provides sufficient support and protection to both. The REIQ calls for a commitment to the:

1. Preservation of an owner's right to lawfully end a tenancy when the agreed term lapses;
2. Implementation of risk mitigation measures and incentives to encourage pet ownership in rental properties;

3. Relaxation of restrictions imposed by the RTRA Act to provide lessors and property managers with greater flexibility to negotiate appropriate tenancy terms, leading to improved renting experience for all parties involved; and,
4. Introduction of minimum housing standards for matters relating to health, safety and security subject to the development of the scope and nature of the standards.

New provisions should also be introduced into the QCAT Act and RTRA Act to improve time delays, create consistent processes and improve decision making.

**HOUSING AFFORDABILITY:** More investment in safe, secure and affordable housing.

Safe, secure and affordable housing is the foundation on which we build connected and resilient communities. As more and more people choose to make Queensland their home, it's imperative that we act now, with a long-term and sustainable vision, to support and safeguard the housing needs of current and future generations. Social and economic changes have created pressures on the system, but with the added COVID-19 pandemic we now face a situation that would have been inconceivable 20 years ago.

Nonetheless, those households seeking housing assistance more recently have undergone immense change. With over 36 per cent of Queensland's population renting their home (approximately 1.2 million), it's no surprise that we've seen a shift in our State's rental composition to more affordable rental supplies in outer urban and regional areas during COVID-19. On the plus side it helps break up their mono-tenure, and supports more local economies to withstand the pressures of the pandemic we're witnessing in our larger cities. However, such limited rental supplies have the potential to result in poorly matched housing preferences. As well as impact the urban spatial structure and functioning of these same regions – such as transport costs, labour markets and access to services and amenities. It also shows that there's a decline in government investment in social housing, with more low-income renters in the market.

The rental sector plays a critical role in Queensland's housing system and the role and size of our investor market has never been so important. Any further tightening in rental availability levels will only place additional undue pressures on our housing sector, which is why more needs to be done to better support both increased and ongoing property investor activity in the Queensland property market and the contributions they make to the State economy.

Furthermore, access to good quality, affordable housing is fundamental to wellbeing. It can help reduce poverty and enhance equality of opportunity, social inclusion and mobility. Affordability is critical for those low-to-moderate income households wanting to transition from renting to home ownership. Many factors impact the supply, demand and cost of housing across

the country, including Australia's growing and ageing population and government policies.

The REIQ recommends forming an industry reference committee made up of relevant stakeholders to advise on specific service proposals specifically aimed at helping legitimate low-to-moderate income households transition from renting into home ownership across affordable property price points. With eligibility criteria to be devised across income thresholds and no prior ownership of property, incentives should also be established for those willing to relocate to regional Queensland to help sustain local economies and drive population growth.

**INDUSTRY RELIEF:** 12-month fee waiver on all licence and registration renewals for real estate agents and businesses.

The role of Queensland's real estate professionals has never so pronounced as it has been during the COVID-19 pandemic – particularly the role of property managers. At no time have their efforts been recognised as an essential service, yet they have worked tirelessly at the coalface, renegotiating rental terms and dealing with issues between tenants and property owners who have either lost their jobs or had their livelihoods severely impacted. This unpaid work has minimised tenancy disputes and has greatly eased the burden on the Residential Tenancies Authority and QCAT.

Under lockdown restrictions, open home inspections and auctions were prohibited under COVID-19 social distancing requirements. As falls in national house prices began to accelerate, an unprecedented number of properties were withdrawn from sale (approximately 26 per cent per month for private treaty and 35 per cent reductions in auctions), leaving thousands of real estate agents and businesses financially impacted.

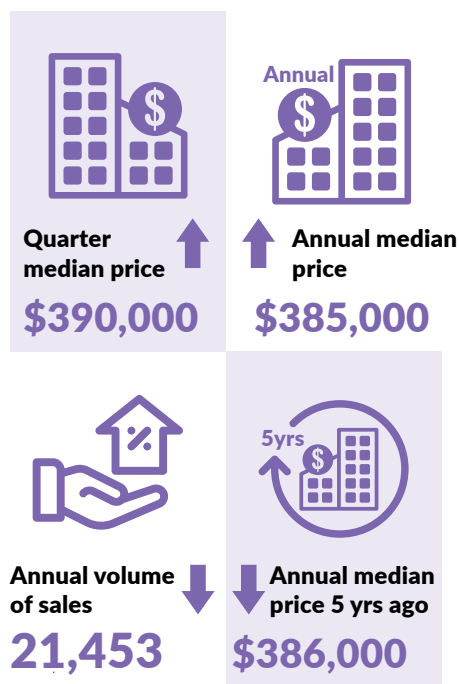
During these times of uncertainty, and in recognition of the contribution made by real estate practitioners during the COVID-19 pandemic, the REIQ is calling upon the State Government to waive all licence and registration renewal fees for real estate agents and businesses for 12 months.

As the second-largest small business employer in Queensland, over 46,000 people in the real estate sector have faced financial hardship due to significant decreases in sales commissions and property management fees as a result of reductions in the amount of rent collected. Faced with these circumstances, real estate license and registration renewal fees must be suspended for 12 months minimum.

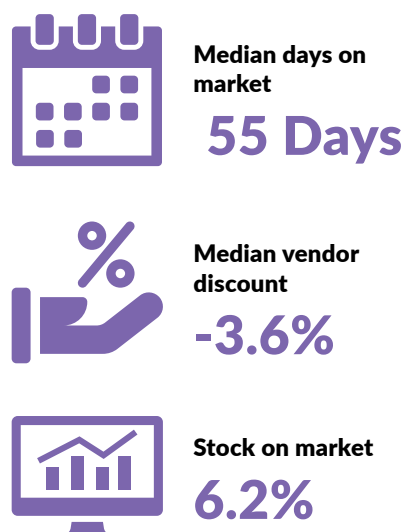
**ANNUAL COMPULSORY PROFESSIONAL DEVELOPMENT:** The establishment of an annual compulsory professional development (CPD) regime for all licensed agents, resident letting agents and registered salespersons.

Real estate professionals and businesses are involved in the sale and management of some the most significant assets owned by the Queensland community. As a result, their responsibilities are equally significant; they manage trust accounts containing millions

## UNIT MARKET



## UNIT MARKET ALL



**Real estate agents are the second largest small business employer in Queensland supporting around 50,000 jobs.**

of dollars, fiduciary obligations to clients and legal obligations to consumers. What's more, they must comply with strict and complex legislation governing their actions and real estate transactions.

The risks associated with buying, selling and leasing real estate and businesses may potentially include claims of negligence, breach of professional duty, misleading and deceptive conduct, misrepresentation and breach of statutory requirements. The value of such claims can be significant and in some cases, consequences can be catastrophic. The introduction of annual CPD program would:

- Improve consumer protection and;
  - ensure that fewer errors are committed by practitioners thereby reducing:
1. The number of expensive and time consuming claims made by clients and consumers;
  2. disciplinary action taken by regulatory authorities;
  3. claims against The Claim Fund under the *Agents Financial Administration Act* and;
  4. professional indemnity claims.

The REIQ supports a flexible and practical regime requiring participants to accumulate a total number of CPD points from approved activities to seek registration or licence renewal. Such training should incorporate mandatory and elective training requirements to ensure that risk management and compliance training is supported with current trends and emerging issues a priority.

### **PAYROLL TAX: An immediate modification of the payroll tax regime and a transitioned abolishment of payroll tax within five years.**

Payroll tax is a significant disincentive to all employers in Queensland and in particular, small businesses. Real estate agents are the second largest small business employer in Queensland supporting around 50,000 jobs. Payroll tax has progressively impacted Queensland's competitive position. Local businesses and manufacturers are forced to compete with importers and overseas traders who do not carry this financial burden. Payroll tax stifles job growth and incentivises businesses to be "inefficiently small," a consequence identified in the 2010 KPMG *Econtech Report*. It's also likely that payroll tax has also encouraged the increased engagement of contractors. The impact of this trend has led to other detrimental consequences on the labour force.

Queensland requires a payroll tax system that incentivises job creation and encourages business growth. Given the devastating impact of COVID-19 on both business and employment, significant payroll tax reform has never been so important. A revised payroll tax system should include:

- An increase to the payroll threshold from \$1.3 million to \$2 million and a decrease in the payment rate from 4.75 per cent to 4 per cent for employers who pay \$6.5 million or less in taxable wages and 4.5 per cent for those who pay more;
- thereafter the threshold should be increased annually in line with the Consumer Price Index (CPI); and,
- appreciating the significant reliance on payroll tax revenue, a planned and progressive abolition of payroll tax within five years.

These reforms would ensure that Queensland has the most competitive State-based payroll tax regime in Australia and be a 'first choice location' for Australian employers.

### **FUTURE DIGITISATION OF REAL ESTATE: Digital transformation of the real estate industry.**

There is widespread recognition among industry leaders that the role of digital technology is rapidly shifting, from being a driver of marginal efficiency to an enabler of fundamental innovation and disruption. The 2018/19 Annual Report of the Residential Tenancies Authority (RTA) confirms that 80.6 per cent of Queensland rental properties are managed by real estate practitioners, and that a vast majority of property sales are also facilitated by real estate practitioners. As Queensland continues to deal with the COVID-19 pandemic, the REIQ now (more than ever) calls for a commitment to evaluate the process of which real estate transactions are conducted, through:

1. Facilitating the use of electronic signatures by corporations and individuals;
2. recognition of electronic contracts and approved forms by governing authorities and;
3. further streamlining real estate processes by permanently implementing measures that assist virtual transactions on a permanent basis extending beyond the COVID-19 pandemic.

These can be achieved by updating the execution requirements of Property Law Act (1974) and maintaining the execution provisions under Corporations (Coronavirus Economic Response) Determination (No. 1) (2020) beyond the COVID-19 pandemic. Take up of DocuSign alone shows the industry is more than ready: 350 per cent





increase in the number of DocuSign users and 680 per cent increase in DocuSign usage to date since the outbreak of COVID-19.

While it's clear that digital technology will transform how real estate is transacted, there are a number of challenges that need to be understood, such as the opportunities for value creation and amendments of outdated regulations. These challenges need to be addressed by industry and Government leaders to unlock the substantial benefits digital offers our industry.

The REIQ is calling for the establishment of a Digital Advisory Committee between industry and Government to work collaboratively towards the goal of industry digitalisation, with a view to reducing red tape and bringing it into line with contemporary legislation.

### **COMMERCIAL SECTOR SUPPORT: Support for growth and success of small commercial property investors.**

The Federal Government has utilised strong fiscal policy stimulus to help lessen the impact of the COVID-19 crisis via record-level spending packages aimed to at least partially fill the void left by the retrenchment in private spending from consumers and businesses.

Some measures have targeted ultimate end consumers, while others have been directed at businesses in the hope that in doing so would help to prevent or lessen job losses. These measures are unlikely to serve as a panacea and the level of uncertainty in the economy is currently at an all-time high with the trajectory of recovery difficult to forecast. So, the REIQ call on the State Government to expend additional funding toward small to medium-size business sustainability via amendments to the *Advancing Queensland Small Business Strategy 2016-2020* to include a specific range of pandemic grants committed to the growth and success of small business in Queensland including tax rebates, return to office initiatives, retail sector support, and tourism and hospitality. A reformed approach should consist of:

1. Subsidised rent;
2. tailored small business grants and assistance aimed at retail and office premises and;
3. targeted infrastructure improvements, and programs in suburban commercial areas to encourage local communities to reconnect and rebuild.

The establishment of these initiatives will play a vital role in stabilising businesses severely impacted by the COVID-19 pandemic, as well as the advancement of online shopping and growing popularity of flexible working arrangements.

### **VENDOR DISCLOSURE IN QUEENSLAND: Introduction of a more streamlined and transparent disclosure process relating to the sale of property.**

The REIQ supports the introduction of a seller disclosure regime for residential property and the move towards:

1. Better clarification of a seller's disclosure obligations through development of legislative processes and;

2. requiring a transparent and effective form of disclosure.

It's important that sellers have a clear understanding of their disclosure obligations to minimise disputes and costly litigation. Similarly, buyers should have access to relevant and material information provided by the seller whilst understanding their personal responsibilities when it comes to due diligence they should perform when buying property. It's also imperative that amendments to the relevant legislative instruments are implemented to adequately protect real estate agents from any liability arising as a result of the contents, warranties, and disclosures made in the seller's statement, with sellers bearing the responsibility for certifying the accuracy of information provided to the buyer.

It's via this 10-point policy platform that the REIQ is campaigning on behalf of the industry to ensure Queensland's major political parties do not forget the critical contributions of Queensland's real estate sector to the local economy in the coming year ahead. REIQ Chief Executive Officer, Antonia Mercorella further explained the peak body will continue to advocate every candidate to recognise the essential nature of real estate services, given the challenging economic conditions due to COVID-19, as well as the critical role the property market plays in supporting Queensland's economy.

"It's absolutely critical that we have policies that promote innovation, productivity and economic growth as essential success factors, alongside positive social and community outcomes," further explained Mercorella. "We also need to ensure that any policy changes are fit-for-purpose and future focused to ensure Queensland's property market continues to support our State economy, particularly through the recovery stages post pandemic."

Fundamental to moving forward is the need for a new housing 'story', one that considers the right policies and policy reforms to best sustain economic development for the long term. This new story must recognise that supporting housing policies is about more than social justice. Housing outcomes including costs, location, dwelling type and tenure, have many effects on the Queensland economy, which are not adequately acknowledged in current policy debates. The evidence can clearly be seen in the latest quarterly results in this issue of the *Queensland Market Monitor*. That is, State and Federal Government capacities to manage our property sector to support economic growth have been hampered by conflicting policies that the REIQ has aggressively fought in order to achieve a degree of fairness. This shows that the need for better-informed economic perspectives on the property sector has never been greater.

Knowing what the fundamental drivers of the property market are, the COVID-19 situation is ever-changing, and as everyone keeps saying – unprecedented. However, it's important to remember we will go back to a

semblance of normality at some point. Not everything will be as it once was, and housing could be one of those things. However, it was never the REIQ's base case that an outcome of this period in our history would be a market crash. Instead, softer price gains over time, after an initial moderate hit, was a more likely scenario. For proof of these predictions, you only need examine this quarter's property price results. To date, activity shows that things have been tracking well across most market sectors in the region. COVID-19's negative impact is recoiling despite a massive debt overhang and revenue reductions, as well as stubborn unemployment. That said, despite being in its first recession in nearly three decades, the Queensland property market is believed to be tipped for strong growth come 2021. Let's look at performance highlights around Queensland and how they stack up in this issue of the *Market Monitor*.

### **GREATER BRISBANE**

#### **House Market (<2400m<sup>2</sup>)**

With detached homes a backbone market for the Greater Brisbane region, properties collectively are positioned in the steady but rising sector of the price cycle. The Greater Brisbane region experienced a 1.0 per cent rise in annual median price to September 2020, to reach \$535,000 across 27,581 sales. The Brisbane LGA saw its annual median increase 4.4 per cent while Logan's was up 2.0 per cent, Moreton Bay's rose 3.4 per cent and Redland's increased by 1.0 per cent. The Ipswich median fell 0.7 per cent. Logan's annual median was \$403,000, Moreton Bay's \$460,000, Redland's came in at \$530,000 and Ipswich had a \$350,000 median. In terms of price movement across the September 2020 quarter, Ipswich saw no price change while Brisbane and Logan's quarterly medians rose 1.4 per cent and 0.8 per cent respectively. Redlands quarterly median rose 1.0 per cent, while Moreton's increased 1.6 per cent.

#### **Unit Market**

A slowdown in construction has seen unit supply tighten, which has resulted in firming prices. Even in the outer suburbs, development is down, with developers are now land banking. Meanwhile, townhouses are proving popular because it's considered an 'in between' property. Sometimes people can't afford a house, but they want a courtyard and maybe a small pet, so townhouses are a popular option. That said, the Greater Brisbane region saw its annual unit and townhouse median remain flat at \$390,000, across 8,906 transactions to the end of September 2020. The Brisbane LGA unit market saw its annual median rise 0.7 per cent to \$418,000 to the end of September 2020 while the remaining LGAs saw mixed results. Ipswich's annual median had the most dramatic fall, recording a whopping 21.9 per cent drop to reach \$211,000 across 207 transactions. Logan's units rose a modest 0.4 per cent to a median of \$229,000, while Redland's saw a solid 6.1 per cent gain to \$375,000. Moreton Bay's attached housing fell 1.6 per cent to reach a median of \$314,000. Looking at the numbers for the September 2020 quarter only, Ipswich saw



REGION	PROPERTY TYPE	QTRLY NUMBER OF SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NUMBER OF SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1 YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
Queensland	Houses	13,632	\$490,000	0.0%	57,343	\$485,000	\$480,000	1.0%	\$445,000	9.0%
Queensland	Houses ^	2,137	\$577,750	0.0%	9,020	\$560,000	\$552,750	1.3%	\$511,125	9.6%
Queensland	Units	5,074	\$390,000	0.5%	21,453	\$385,000	\$380,000	1.3%	\$386,000	-0.3%
Queensland	Land	2,465	\$198,750	-3.2%	11,855	\$225,500	\$236,000	-4.4%	\$215,000	4.9%
Queensland	Land ^	1,110	\$188,000	-6.2%	3,529	\$205,000	\$235,000	-12.8%	\$236,000	-13.1%

a substantial fall in its median, down 4.1 per cent to \$195,000 across 44 transactions. Moreton also saw a drop, down 0.3 per cent to \$310,000. Logan and Redland experienced quarterly gains, with increases of 1.8 per cent and 1.6 per cent respectively.

### BRISBANE LGA

#### House Market (<2400m2)

The Brisbane LGA has achieved the unlikely. In the December 2019 QMM results, it broke through the \$700,000 property price tag for the first time right before COVID-19 struck, sending back into the high 600s. Well, it's time to celebrate once more, as analysis of quarterly and annual median price movements show Brisbane houses are in the rising phase of the price cycle, with median house price rising 1.4 per cent in the September quarter to record a result of \$720,000 across 2,751 transactions. On an annual basis, the detached house median price rose 4.4 per cent to reach \$710,000 across 12,309 transactions. This takes into account the period during which restrictions began to ease as Queensland's infection rates fell.

#### Unit Market

A look at median price movements reveal unit values are steady, but still within the overall downward sector of the price cycle. Unit prices remained reasonably flat over the September 2020 quarter, recording a median of \$420,000 across 1,538 transactions. Over the past year, the annual median unit price rose 0.7 per cent to \$418,000 across 6,556 transactions.

### GOLD COAST

#### House Market (<2400m2)

Like many others around the state, property stakeholders on the Gold Coast had a far more successful run than they may have envisaged way back in March. It seems the drive for lifestyle over proximity to work has resulted in increased demand for housing in our glitter region. Our analysis shows the Gold Coast housing market has passed the bottom of the price cycle and is in a 'recovering' phase, and the results are looking good. In fact, the Gold Coast's annual house price rose 3.2 per cent for the year to September 2020, coming in at \$640,000 across 6,959 transactions. Prices rose modestly over the September quarter too, reflecting a 0.8 per cent gain to \$650,000 across 1,714 transactions.

#### Unit Market

The unit market on the Gold Coast is proving attractive to owner occupiers. There are a

number of high rises under construction by well-funded, well-established development companies like Sunland and Mosaic which are renowned for producing a high-quality product. They're really targeting owner-occupiers and moving away from the holiday market. They're also producing larger units and getting good prices. Data showed the unit and townhouse median price rose 0.5 per cent over the quarter, coming in at \$425,000 across 1,457 transactions. And for the year to September 2020, the annual median rose by 1.8 per cent to \$420,000. This was across a total of 6,260 sales.

### TOOWOOMBA

#### House Market (<2400m2)

Like most major regions around the state, Toowoomba has recorded strong market conditions over the quarter, and over the year. In fact, the region's housing market is continuing to post strong demand from buyers with prices firming. One chief factor is that the region has experienced very few ill effects from the pandemic, with quarterly median house price growth recorded for each three-month period over the past year. The median house price in Toowoomba increased 1.1 per cent over the September quarter to \$360,750, and posted a rise of 2.4 per cent over the year. The region is also experiencing an influx of new residents from near and far – migrants from within Southeast Queensland are moving to Toowoomba with many more likely to arrive from southern States now the border has reopened. Many are shifting to the region for jobs; such as at the hospital or the pilot academy, while others want to be closer to family members if the border is ever closed again. First home buyers are also active in the market, with many bypassing being a renter and moving directly into home ownership, given low interest rates and government grants on offer.

#### Unit Market

The opposite of many other major regions around the State, the Toowoomba unit market has outshone its housing sector over the quarter and the year. The median unit price in Toowoomba increased by 1.8 per cent over the quarter to be \$272,500, while it increased by a solid 4.1 per cent over the year; making it one of the best performing in the state, according to QMM data. The affordability of units in the region is no doubt part of the reason for its strong results.

### SUNSHINE COAST

#### House Market (<2400m2)

The Sunshine Coast has weathered the storm from the pandemic better than anyone could

have predicted, with all sectors of the market firing on all cylinders. A combination of factors is underpinning the region's property market, with major infrastructure projects, low interest rates, as well as already strong interstate migration - which is expected to strengthen even further. Noosa remains number one of all major regions across Queensland, with an impressive 3.6 per cent quarterly increase to \$895,000. It is the clear leader over the year with growth of 11 per cent. While the charms of Noosa are well known, the remainder of the Sunshine Coast is also kicking serious property goals with quarterly growth of 1.8 per cent, and an annual median house price rise of 5.3 per cent. Its annual median is now \$611,000. The robust market conditions have continued over the September quarter, even with the Queensland border remaining closed. Enquiries from southern buyers have remained strong with many waiting for the border to reopen (which it now has at the time of writing). Perhaps unsurprisingly, lifestyle properties were in hot demand from buyers' post-pandemic, but all housing types were attracting plenty of potential buyers. However, the rising market conditions had caused some vendors to become overly optimistic with their sale prices. Those houses that are priced correctly are not lasting long on the market, with buyers prepared to pay a premium to secure their slice of coast real estate.

#### Unit Market

While plenty of other locations around the State have had sluggish unit markets over recent years, that hasn't been the case for the Sunshine Coast. With many regions, including Brisbane, struggling to return to price points from five years ago; the coast unit market has made healthy price gains over the same period. The median unit price in Noosa has increased by a staggering 67 per cent over the past five years, while it has risen by 15.3 per cent in the Sunshine Coast LGA. Over the quarter and the year, the two regions also posted solid median unit price increases. With many of the region's unit developments offering excellent positions near the coastline as well as more affordable entry points, demand is expected to continue as well as strengthening prices.

### FRASER COAST

#### House Market (<2400m2)

Both quarterly and annual median house price movements up to September 2020 indicate Fraser Coast values are steady within the rising sector of the price cycle.





There's still a bullish energy in the air and momentum has certainly continued for houses in the \$500,000 to \$700,000 price range, to the point where there's very few available now. In fact, all those listings that had been sitting on the market have now sold. While the prices being achieved are certainly coming as a shock to locals, the price points available to buyers are very accessible on the Fraser Coast – if you can find a listing, that is. Based on the data, the annual median sale price for houses was \$328,500 across 1,698 transactions to September 2020 – a rise of 1.1 per cent on last year's median price figure. The quarterly median house price to September 2020 was \$335,000 across 379 transactions, and it reflected an increase of 1.1 per cent over the same period.

#### Unit Market

Fraser Coast's unit market is moving toward its peak of the price cycle, but it's just come off a low base. In essence, there was little demand for units up until recently, but that's turned a corner with demand back on the increase. This is great given the region experienced a decade of listings from developments that had gone into receivership. With a mix of both local and out-of-town buyers making up the demand, everything is changing – even resale prices are going up. Crunch the numbers and September 2020 data shows the annual median sale price for units was \$261,000 across 272 transactions, which reflects a solid 6.5 per cent increase on the previous year's measure. The quarterly median unit price to September 2020 was \$256,250 across 59 transactions, which reflected a 1.4 per cent increase on last year's result.

#### BUNDABERG

##### House Market (<2400m2)

Bundaberg is among a raft of regional property markets that have performed well this year despite challenging circumstances. There's no doubt concern set in at the start of 2020 for markets across the State, and Bundaberg wasn't insulated from the anxiety. Although, as locations emerged from lockdown, and Queensland's hard borders proved successful in stemming the spread of COVID-19, our local economies began to operate once more. Analysis of both quarterly and annual median price movement indicate Bundaberg's housing is in the 'recovering' phase of its price cycle, reaching a median house price rise of 3.6 per cent in the year to September 2020, coming in at \$285,000 based on 1,187 transactions. The region's September 2020 quarter median price was \$293,184 based on 283 sales. This was a 1.8 per cent increase on the median price compared to the previous quarter.

#### Unit Market

Meanwhile, analysis of both quarterly and annual median price movements indicate that Bundaberg's unit market is in the rising sector of the cycle, and approaching its peak. The quarterly unit and townhouse recorded a median sale price for the September 2020 quarter of \$205,000, which was 1.6 per cent lower than the previous quarter. The annual median for units to September 2020 was

\$245,000 based on 215 transactions. This reflected no change on last year's result.

#### GLADSTONE

##### House Market (<2400m2)

The Gladstone property market continues to record robust results in its housing. The region's strong market conditions continued in the September quarter, with sales activity strong and prices rising. The Gladstone median house price increased 1.1 per cent over the quarter to be \$303,500. Over the year, Gladstone's median house price has firmed up 2.9 per cent. The market continues to record solid demand, with multiple offers quite common. Confidence among local buyers is underpinning the vastly improved market conditions, with enquiries from interstate, the feather in the cap is more than the determining factor. Buyer enquiries are being fielded from Victoria, regional New South Wales, as well as Southeast Queensland, with the motivating factors being jobs, as well as housing affordability. Word on the street is that any houses that offer little to do renovation-wise, three or four bedrooms, two bathrooms, a shed or room for a shed, are being snapped up quickly.

#### Unit Market

The Gladstone unit market has yet to start its recovery in any significant way, with its median unit price steady over the quarter, but down 5.6 per cent over the year to be just \$170,000. The region's median unit price is the most affordable of all major regions across the State by some margin. The sector's relatively high body corporate fees continue to be an issue for potential buyers, but the strengthening rental market may see investors return. It's definitely a tale of two sectors in Gladstone, however, with its vacant land market out performing any other in the State. According to QMM, the vacant land median price increased by 20 per cent over the September quarter, to be \$126,000. Over the year ending September, the vacant land price has increased 9.1 per cent to be number one in the state as well. Demand for vacant land releases has been so strong that there were significant supply bottlenecks, which was a turnoff for many first-time buyers.

#### ROCKHAMPTON

##### House Market (<2400m2)

People will tell you that 2020 is the best property year Rockhampton's had in a very long time. Of course, things have moved particularly fast this year, so while the available data is painting a positive picture of the market leading up the end of September, it's within recent months that things have really started firing. Rockhampton's house market has continued to strengthen this year with a rise in both annual and quarterly median values. The September 2020 quarterly median house price rose 1.5 per cent to reach \$275,000 across 281 sales. While in the 12-months to September 2020, houses recorded a median sale price of \$272,000 – which is a 6.7 per cent increase on the previous year, across 1,145 transactions. Values are softer on the medium-term analysis, however. The current annual median house price is 7.8 per cent

lower than the same measure five years ago, when it came in at \$292,000.

#### Unit Market

The unit market in Rockhampton is relatively thin, although there's been a recent shift in the appeal of attached housing in one location. There was substantial development in the last few years along the riverfront and it was hard to resell units there, but that market is pretty strong now with units being snapped up straight away. The 12-month median unit price rose by a notable 5.5 per cent to \$249,000 across 96 sales. The data also reflects a market with tighter supply. The total number of unit listings in Rockhampton for the 12-months to September 2020 was 228, a 7.7 per cent decrease on the previous 12-month period which had 247 listings.

#### MACKAY

##### House Market (<2400m2)

The thing about market cycles is that they come and go – it's just the timing of the ups and downs that can never be accurately predicted. While the Mackay region has been waiting longer than it should have for improving market conditions, it appears they have well and truly arrived. Over the year ending September, the volume of house sales increased by nearly 13 per cent in Mackay. On top of the rising number of sales, the Mackay median house price grew by 6.0 per cent over the period to be about \$365,000. With such a superior annual result, it's secured Mackay a spot amongst the top performers of all major regions across the State for the year ending September 2020 – a mantle that's been a long time coming.

#### Unit Market

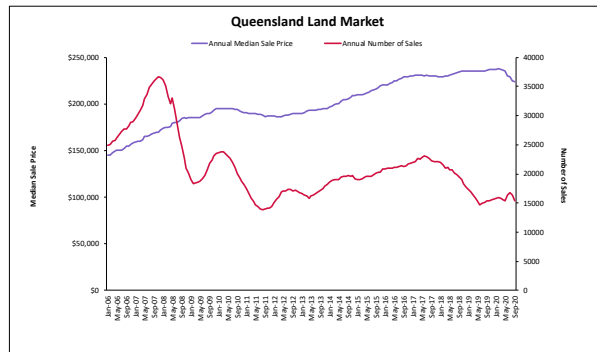
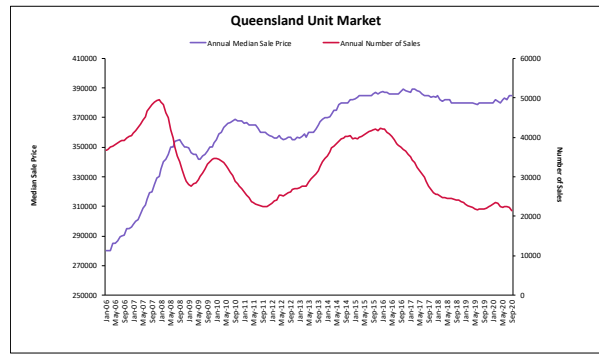
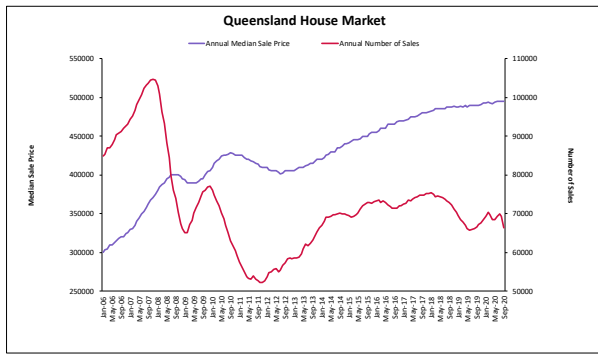
There was always going to come a time when the affordable price points of Mackay's unit market saw that sector start to improve. Well, it appears that time may be starting to occur, with the median unit price increasing by 2.3 per cent over the quarter to be \$225,000. Of course, only time will tell if these conditions continue, however, with price points likely below replacement value, coupled with a strengthening rental market, there are plenty of reasons to be more positive about Mackay's unit sector. The best performing unit suburb over the year was North Mackay, which posted price growth of 27 per cent to about \$216,000. Meanwhile, it appears that vacant land is back in vogue, with the numbers of sales increasing strongly over the September quarter. There were 60 preliminary sales of vacant land recorded over the period – a significant increase from the 23 recorded during the previous quarter.

#### TOWNSVILLE

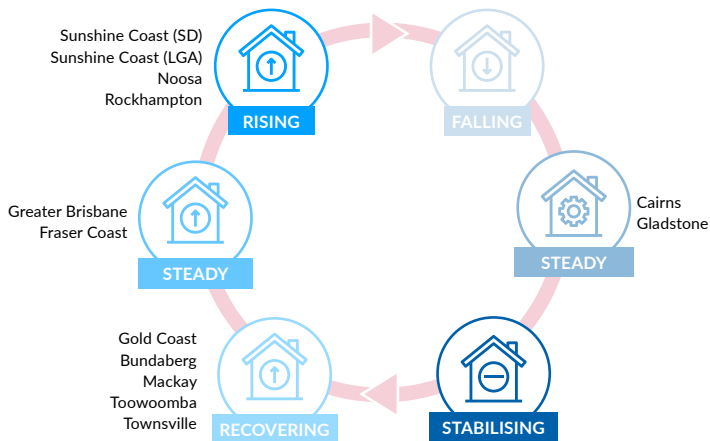
##### House Market (<2400m2)

The Townsville property market has continued its strong conditions over the September quarter. Indeed, the robustness of its housing sector saw it becomes the second-best performing major region in the State, based on September results. However, like much of regional Queensland over the past decade, Townsville's property market hasn't been one to write home about. Its median house price has been clawing back previously recorded losses as each year passes to now be nearing



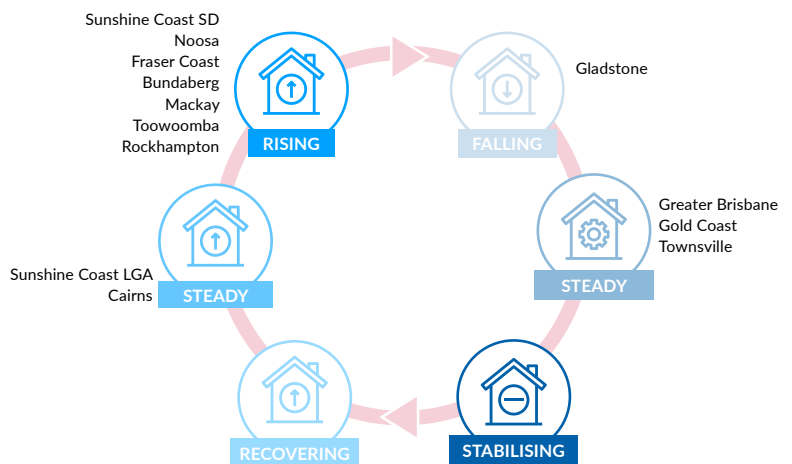


## QUEENSLAND HOUSE MARKETS September Qtr 2020



Source: REIQ  
Based on the previous 4 quarters median sale price change and the annual change.  
Houses < 2400 m<sup>2</sup>

## QUEENSLAND UNIT MARKETS September Qtr 2020



Source: REIQ  
Based on the previous 4 quarters median sale price change and the annual change.

parity to where it was five years ago. However, the situation may be set to change with strengthening market conditions and activity being recorded in the region. As mentioned, the region's housing market is the second-best performer over the September quarter behind Noosa, with a 3.1 per cent increase to \$338,000.

### Unit Market

The Townsville median unit price may have recorded a flat result over the September quarter, but was up 2.2 per cent over the year with the volume of sales also increasing. The annual median unit price is now \$250,000. Demand for units in North Ward has pushed that suburb's median unit price up significantly over the quarter and the year. The North Ward median unit price was up 4.3 per cent over the quarter, and an impressive 11.5 per cent over the year ending September to \$300,000.

### CAIRNS

#### House Market (<2400m<sup>2</sup>)

While the data might show a flat result for the September quarter in Cairns, the reality is rather different with strengthening conditions well under way. The Cairns median house price recorded no change over the September quarter, remaining at \$430,000 with the quarterly change in sales activity also benign. However, the Cairns house market is performing better than these numbers suggest, with activity on the rise, as well as multiple offers becoming more common. In fact, the market has been firming for several months, even with the Queensland border closed to New South Wales and Victoria. There has been a percentage of interstate buyers prepared to purchase remotely, site unseen. However, much of the activity is derived from locals or from elsewhere around the State. The availability of cheap money from once-in-generation interest rates is a

part of the reason for the market uptick, but so is pent-up demand, low supply, and most people having more money to spend from no overseas holidays.

### Unit Market

The Cairns unit market has yet to experience the same robust market conditions, however, it also did record a flat result over the September quarter to be \$215,000. Sales activity was also flat over the quarter but had plunged significantly over the past year. The sector has long struggled with high body corporate rates which has put off many buyers. Yet with the rental market improving along with yields, this could change. The region hasn't had any serious unit development for the best part of a decade which will likely impact supply and potentially prices, if the market strengthens.



### HOUSE MARKET COMPARISON



**Best performer for the year**

**Greater Hobart**  
**8.4%**



**Fastest selling capital city**

**Greater Hobart**  
**13 Days**



**Smallest discount capital city**

**Canberra**  
**-2.0%**



**Largest discount capital city**

**Greater Darwin**  
**-4.8%**

**Over the last decade, net overseas migration has been the main driver of population growth in Australia, contributing 2.2 million additional residents.**

## Interstate Migration & Capital City/Region Comparison

Editor: Olivier Björksäter-Bleylock

**In the early stages of COVID-19, much of the focus of demographers has understandably been on mortality and morbidity. Although, as the pandemic has rolled on, attention shifted to the impact of COVID-19 on population size, structure and distribution. In particular, when the Federal government implemented an international travel ban in March, many demographers' thoughts turned to the impact on Australia's future population growth.**

Over the last decade, net overseas migration has been the main driver of population growth in Australia, contributing 2.2 million additional residents. Analysis of Australian Bureau of Statistics (ABS) data shows, the closure of Australia's borders led to a 97 per cent drop in permanent and long-term overseas arrivals in April 2020 from the previous year, most of whom were migrants. In fact, Australia's population growth has declined so sharply during the COVID-19 pandemic, with 1.1 million fewer people to date making up our population by 2031 than previously expected, according to the first annual *Population Statement* released earlier this month.

Developed in consultation with States and Territories, and the Australian Local Government Association, the *Population Statement* examines how Australia's population will change over the next decade, in particular highlighting the effects of COVID-19 on population growth and distribution. Access to high-quality, transparent and easy-to-understand population data is now more important than ever.

Understanding the vastly different dynamics of our states and territories, and cities and regions is crucial for effective planning and decision-making. This is true for both the public and private sectors in areas like infrastructure, planning, housing, and access to the essential services Australian rely on. For example, the Statement shows population growth in 2020-21 will be the slowest since World War I, with negative net migration forecast for the first time in 75 years this year and next. Australia's population growth is projected to rebound strongly by 2023-24, but not return to previously expected levels of growth until 2027-28.

State border closures and the COVID-19 recession also saw significant fluctuations in interstate migration. Melbourne is forecast to overtake Sydney as Australia's largest capital city in 2026-27. This is primarily due to Sydney's continuing slowing population growth, with negative growth now forecast for the first time since 1952-53. This follows evidence that more people will leave Victoria, and Melbourne in particular, relative to other jurisdictions in the short term due to the second wave of COVID-19 and intense extended lockdown.

The *Population Statement* further suggests that whilst Sydney and Melbourne will have the sharpest fall in population growth in the short term due to the slowing of overseas migration, population growth will pick up again. More specifically, population growth in regional Australia will be less affected than in our capital cities and we're already seeing early evidence that more people are choosing to call regional Australia home, disrupting long-term trends.

Capital cities had a net loss of 10,500 people to regional areas in the quarter to June 2020, the largest net quarterly move to the regions on record. This is more than double the average observed over the last ten years, and supports the Federal Government's policy aim of a more evenly balanced population distribution.

The *Population Statement* also shows that COVID-19 will be partially responsible for the faster ageing of Australia's population, as Australian's put off having children and fewer young migrants enter Australia in the short-term due to international border restrictions. As a result, the median age in Australia is now projected to be 40 in 2031. The pre-COVID-19 estimate was 39. This slower population growth and faster ageing will directly impact our economic growth.

In taking a closer look at Queensland, the *Population Statement* highlights that the impact of COVID-19 and the associated migration restrictions have had the smallest impact on Queensland's population growth to date, with strong interstate migration into Queensland to continue. Queensland is overwhelmingly the most popular destination for





Australians seeking to relocate. And indeed over the past few years, the State has seen an unusually high net interstate migration. In 2019, Queensland had a net gain of nearly 23,000 people with Brisbane attracting 70 per cent of those new interstate migrants. Over the same period, Victoria recorded the second highest at 9,900 people, while New South Wales had a net loss of just over 22,000 people – its largest annual exodus in 10 years.

One of the main drivers of this phenomenon is an aging population who are fond of downsizing as they get older. Another less significant influence is young city families relocating for a better lifestyle and more affordable housing. Obviously, Queensland's great weather is a primary drawcard, but in recent years another dominant factor has been the significant increase in infrastructure work that's being undertaken and the demand for jobs that go with it.

Lots of projects and new jobs have also driven population growth on the Sunshine Coast and Gold Coast. Aside from the allure of jobs, affordable housing, along with good amenities and an increasingly diverse industry base has also proven to be one of the key drivers of this unusually high interstate migration to Queensland. For example, infrastructure projects like the expansion of Sunshine Coast Airport to accommodate international flights combined with the redevelopment of the local CBD will drive more tourism and exporting through to the local economy for decades to come. The Gold Coast economy has significantly diversified with health care now the leading employer.

Further proof of Queensland's recovery mission is buyer interest. Realestate.com.au reported a 39 per cent increase in buyer searches in Queensland compared with this time last year. New South Wales' figure is slightly lower at 36 per cent, and Victoria's is down to 9 per cent. While owners remain reluctant to list, buyers are waiting in the wings for seller confidence to return, representing serious potential for property market growth in the near future. However, is this the case for capital city markets around the country? Let's examine the very latest figures from CoreLogic.

In overview, following five months of consistent declines in residential property values, CoreLogic's national home value index moved back into positive month-on-month growth through October, posting a 0.4 per cent rise. The lift in home values was broad based, with every capital city apart from Melbourne posting a rise in values over the month.

Dwelling values increased by more than 1 per cent in each of the smallest four capital cities, with Brisbane, Adelaide, Hobart and Canberra housing values reaching new record highs. Although values were lower across Melbourne

through October, the trend rate of decline has been easing since mid-September. With a drop of 0.2 per cent, this was the smallest month on month fall in values since the COVID-related downturn commenced in April.

These latest available results show early signs of a divergence between house and unit market performance. The rise in capital city housing values over the month was entirely attributable to a 0.4 per cent lift in house values, which offset the 0.2 per cent fall in unit values. Through the COVID period so far, unit values have actually shown a smaller decline in values than houses, but this is likely to change.

According to CoreLogic's Head of Research, Tim Lawless, the lift in home values coincides with a range of other indicators that have also improved over the recent months. "Consumer confidence has consistently improved since the virus curve has once again flattened and Australians respond positively to measures announced in the federal budget," he said. "In October we saw an 11.9 per cent surge in the Westpac-Melbourne Institute consumer sentiment index, rising clearance rates and an increase in valuation for purchase orders. Alongside this we are seeing persistently low advertised stock, which has supported price growth."

This rise in sentiment was already in the air, ahead of the Reserve Bank's historic decision on Melbourne Cup Day to cut the official cash rate to 0.1 per cent after already sitting at a record low of 0.25 per cent in March. According to Eliza Owen, Head of Australian Research at CoreLogic, it's important to keep in mind that negative economic shocks don't necessarily always affect the housing market, because it coincides with a time when the Reserve Bank is trying to stimulate the economy by making the cash rate very low. "The impact that has on mortgage rates tends to have an upward pressure on property prices," she added. "This move from the RBA is intended to help Australians get jobs, assist businesses and provide people in financial distress with some rate relief, with the average home loan customer saving \$33 a month should bank's pass on the rate."

With the trend in housing values already rising around most areas of the country, there's a good chance lower rates could see momentum building across the nation's most valuable asset class. The RBA's primary focus from lower interest rates is to ensure businesses are confident enough and willing to invest, as well as encouraging households to spend.

Looking to regional Australia, and the pandemic has had an impact on the housing markets in more ways than one, as the popularity of working from home is a factor in supporting regional home prices. The appeal of affordable housing, lower density living and a change in lifestyle has seen

regional housing markets hold their price, even throughout the worst of the COVID-19 related downturn that affected the major cities. According to Tim Lawless, "the past few months have reversed the previous mild falls across combined regional areas. In the seven months since March, regional dwelling values are up 1.7 per cent while values across the combined capitals index have fallen by 2.3 per cent."

It's clear that Australia's housing markets are responding positively to the stimulus of low mortgage rates and improved sentiment, with values rising and stabilising across much of the country. Despite the surge in new listing numbers over the past four weeks (up by 25.2 per cent), the total advertised inventory levels remain close to record lows, growing by less than 1 per cent.

### CAPITAL CITIES AT A GLANCE

The key features across capital cities in the September quarter 2020 include:

- The Australian weighted average median house price increased to \$773,760, an increase of 0.4 per cent over the previous quarter.
- Over the quarter, the median house price increased in Sydney, Brisbane, Adelaide, Perth, Canberra, Hobart and Darwin but decreased in Melbourne (-1.7 per cent).
- The largest increase in median house price over the quarter was 3.9 per cent in Canberra.
- Over the past 12 months, the weighted average capital city median house price increased by 3.6 per cent.
- Over the past year, the median house price increased in Sydney, Melbourne, Brisbane, Adelaide, Canberra, Hobart and Darwin but decreased in Perth (-1.0 per cent).
- The largest increase in median house price over the past year was 10.6 per cent in Canberra.

### AUSTRALIAN CAPITAL TERRITORY

In the September quarter, the median house price for Canberra increased to \$730,000, a rise of 3.9 per cent over the quarter, and an increase of 10.6 per cent over the previous year. Over the quarter, the median house price increased in all zones: Inner Central (2.5 per cent), Inner South (5.2 per cent), West and North (4.0 per cent) and Outer South (0.4 per cent). Over the past year, the median house price increased in all zones, ranging from 9.0 per cent in West and North to 23.4 per cent in Inner Central.

The median price for units in Canberra increased to \$480,000, an increase of 0.4 per cent over the quarter and an increase of 2.1 per cent over the previous year. The median price for units increased over the quarter in West and North (1.1 per cent) and Outer South (4.5 per cent), remained stable in



## UNIT MARKET COMPARISON

**Best performer for the year****Greater Melbourne****7.5%****Fastest selling capital city****Greater Hobart****12 Days****Smallest discount capital city****Canberra****-2.0%****Largest discount capital city****Greater Darwin****-6.9%**

**In the September quarter, the median house price for Brisbane increased to \$539,000, an increase of 1.7 per cent over the quarter and an increase of 2.1 per cent over the previous year. Over the quarter, the median house price increased in all regional Queensland zones.**

Inner Central but decreased in Inner South (-7.2 per cent). And, over the past year, the median price for units increased in West and North (2.3 per cent) and Outer South (2.8 per cent) but decreased in Inner Central (-2.9 per cent) and Inner South (-3.7 per cent).

**NEW SOUTH WALES**

In the September quarter, the median house price in Sydney increased to \$1,154,406, a rise of 1.2 per cent over the quarter and an increase of 6.8 per cent over the previous year. Over the quarter, the median house price increased in Inner Sydney (1.7 per cent), remained stable in Middle Sydney but decreased in Outer Sydney (-0.3 per cent). In regional NSW, the median house price increased in Wollongong (3.1 per cent) but remained stable in Newcastle. Over the past year, the median house price increased in all metropolitan Sydney zones: Inner Sydney (5.8 per cent), Middle Sydney (6.9 per cent) and Outer Sydney (4.3 per cent). In regional NSW, the median house price increased in both Wollongong (9.6 per cent) and Newcastle (9.4 per cent).

The median price for units in Sydney decreased to \$732,423, a decrease of 0.2 per cent over the quarter but an increase of 4.3 per cent over the previous year. Over the quarter, the median price for units decreased in all metropolitan Sydney zones: Inner Sydney (-5.3 per cent), Middle Sydney (-2.0 per cent) and Outer Sydney (-0.6 per cent). In regional NSW, the median price for units decreased in Wollongong (-4.3 per cent) but increased in Newcastle (2.8 per cent). Over the past year, the median house price for units increased in Middle Sydney (0.7 per cent) and Outer Sydney (4.3 per cent) but decreased in Inner Sydney (-0.1 per cent). In regional NSW, the median price for other dwellings increased in Newcastle (1.7 per cent) but remained steady in Wollongong.

**NORTHERN TERRITORY**

In the September quarter, the median house price in Darwin increased to \$480,000, a rise of 0.5 per cent over the quarter and an increase of 4.3 per cent over the previous year. Over the quarter, the median house price increased in Northern Suburbs (2.4 per cent), but decreased in Darwin Inner (-5.8 per cent) and Palmerston (-6.7 per cent). In the regional area of Alice Springs, the median house price also decreased by 4.6 per cent. Over the previous year, the median house price increased in Palmerston (1.5 per cent) but decreased in Darwin Inner (-14.3 per cent) and Northern Suburbs (-25.0 per cent). In the regional area of Alice Springs, the median house price decreased by 1.1 per cent.

The median price for units in Darwin increased to \$300,000, an increase of 7.1 per cent over the quarter and an increase of 2.0 per cent over the previous year. Over the quarter, the median price for units increased in Darwin Inner (1.8 per cent), Northern Suburbs (5.5 per cent) and Palmerston (12.0 per cent). In the regional area of Alice Springs, the median price decreased by 11.1 per cent. Over the previous year, the median price for units increased in Darwin Inner (12.0 per cent) and Palmerston (7.6 per cent) but decreased in the Northern Suburbs (-10.3 per cent). In the regional area of Alice Springs, the median price decreased 8.3 per cent over the past year.

**QUEENSLAND**

In the September quarter, the median house price for Brisbane increased to \$539,000, an increase of 1.7 per cent over the quarter and an increase of 2.1 per cent over the previous year. Over the quarter, the median house price increased in all regional Queensland zones. On the Gold Coast, it increased to \$650,000, an increase of 1.6 per cent over the quarter and an increase of 4.0 per cent over the previous year. On the Sunshine Coast, it increased to \$637,500, an increase of 1.2 per cent over the quarter and an increase 7.1 per cent over the previous year. In Townsville, it increased to \$338,000, an increase of 2.4 per cent over the quarter and an increase of 9.0 per cent over the previous year. In Cairns, it increased to \$430,000, an increase of 4.9 per cent over the quarter and an increase of 3.4 per cent over the previous year.

The median price for units in Brisbane increased to \$394,500, an increase of 3.8 per cent over the quarter but a decrease of 0.1 per cent over the previous year. Over the quarter, the median price for units remained stable on the Gold Coast, increased on the Sunshine Coast and, decreased in both Townville and Cairns. On the Gold Coast, it remained stable at \$425,000 but increased 1.7 per cent over the previous year. On the Sunshine Coast, it increased to \$475,000, an increase of 4.4 per cent over the quarter and an increase of 6.7 per cent over the previous year. In Townsville, it decreased to \$227,000, a decrease of 16.4 per cent over the quarter and a decrease of 8.8 per cent over the previous year. In Cairns, it decreased to \$215,000, a decrease of 2.3 per cent over the quarter but remained stable over the previous year.

**SOUTH AUSTRALIA**

In the September quarter, the median house price in Adelaide increased to \$495,000, a rise of 3.1 per cent over the quarter and an increase of 4.0 per cent over the previous year. Over the quarter, the median house price decreased in Adelaide Inner (-4.9 per cent) and increased in both Adelaide Middle (0.4 per cent) and Adelaide Outer (2.7 per cent). In regional South Australia, it increased in both Mount Gambier (15.1 per cent) and the Riverland (2.8 per cent), but decreased in Port Lincoln (-2.7 per cent). Over the past





Launceston, Tasmania

year, the median house price has increased in all metropolitan Adelaide zones: Adelaide Inner (4.0 per cent), Adelaide Middle (3.8 per cent) and Adelaide Outer (4.2 per cent). In regional South Australia, it has increased in both Mount Gambier (11.3 per cent) and the Riverland (7.4 per cent) but decreased in Port Lincoln (-13.7 per cent).

The median price for units in Adelaide increased to \$410,500, an increase of 7.9 per cent over the quarter and an increase of 10.9 per cent over the previous year. Over the quarter, the median price for other dwellings increased in Adelaide Inner (2.8 per cent) and Adelaide Middle (7.2 per cent), but decreased in Adelaide Outer (-5.4 per cent). In regional South Australia, it increased in all zones: Mount Gambier (3.6 per cent), Port

Lincoln (15.7 per cent) and Riverland (based on only recorded three sales, 42.0 per cent). Over the past year, the median price for units increased in all metropolitan areas: Adelaide Inner (8.4 per cent), Adelaide Middle (14.9 per cent) and Adelaide Outer (1.5 per cent).

#### TASMANIA

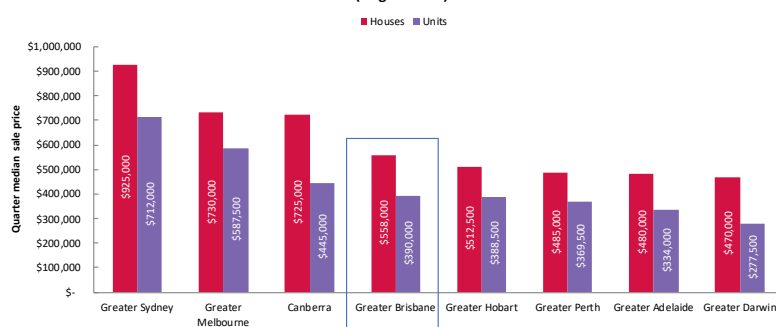
In the September quarter, the median house price in Hobart increased to \$545,000, a rise of 1.9 per cent over the quarter and an increase of 6.9 per cent over the previous year. Over the quarter, the median house price has increased in Hobart Inner (5.4 per cent), but decreased in both Hobart Middle (-2.8 per cent) and Hobart Outer (-2.6 per cent). In regional Tasmania, the median house price has increased in both Launceston (2.0 per cent) and the North-West Centres (3.1 per

cent). Over the past year, the median house price has increased in all areas of Tasmania: Hobart Inner (9.7 per cent), Hobart Middle (11.2 per cent), Hobart Outer (3.4 per cent), Launceston (13.2 per cent) and North-West Centres (18.7 per cent).

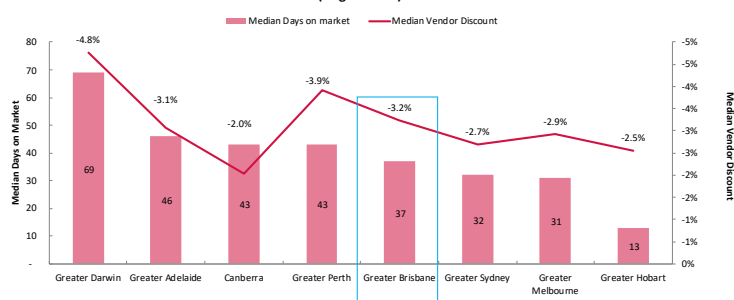
The median price for units in Hobart decreased to \$403,500, a decrease of 0.4 per cent over the quarter but an increase of 2.2 per cent over the previous year. Over the quarter, the median price for units has decreased in Hobart Inner (-7.7 per cent), but increased in both Hobart Middle (2.9 per cent) and Hobart Outer (6.3 per cent). In regional Tasmania, it has increased in Launceston (11.9 per cent) but decreased in the North-West Centres (-2.6 per cent). Over the past year, the median price for units has



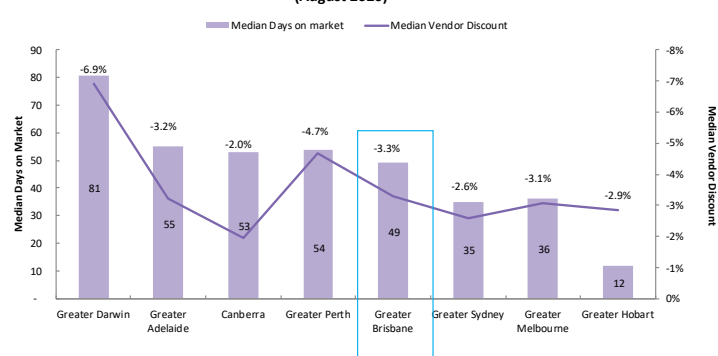
**Median Sale Price**  
(August 2020)



**House Market Trend Indicators**  
(August 2020)



**Unit Market Trend Indicators**  
(August 2020)



decreased in Hobart Inner (-1.0 per cent) but increased in all other areas of Tasmania: Hobart Middle (0.5 per cent), Hobart Outer (22.8 per cent), Launceston (16.4 per cent) and the North-West Centres (15.3 per cent).

## VICTORIA

In the September quarter, the median house price in Melbourne decreased to \$846,000, a drop of 1.7 per cent over the quarter but an increase of 1.3 per cent over the previous year. Over the quarter, the median house price increased in Melbourne Inner (0.1 per cent) and Melbourne Outer (0.9 per cent) but decreased in Melbourne Middle (-2.8 per cent). In regional Victoria, it increased in all areas: Geelong (1.7 per cent), Bendigo (1.5 per cent) and Ballarat (2.4 per cent). Over the past year, the median house price decreased in Melbourne Middle (-2.0 per cent) but increased in all other zones throughout Melbourne and regional Victoria: Melbourne Inner (3.2 per cent), Melbourne Outer (2.3 per cent), Geelong (4.8 per cent), Bendigo (5.6 per cent) and Ballarat (6.3 per cent).

The median price for units in Melbourne increased to \$622,500, an increase of 0.2 per cent over the quarter and an increase of 1.0 per cent over the previous year. Over the quarter, the median price for units increased in Melbourne Inner (1.8 per cent) but decreased in Melbourne Middle (-0.3 per cent) and Melbourne Outer (-0.3 per cent). In regional Victoria, it increased in all zones: Geelong (2.8 per cent), Bendigo (1.8 per cent) and Ballarat (1.7 per cent). Over the past year, the median price for units increased in all zones in Melbourne and regional Victoria except for Melbourne Middle which had a decrease of 0.1 per cent. Increases for the Victorian zones were: Melbourne Inner (1.7 per cent), Melbourne Outer (3.5 per cent), Geelong (8.5 per cent), Bendigo (4.7 per cent) and Ballarat (6.8 per cent).

## WESTERN AUSTRALIA

In the September quarter, the median house price in Perth increased to \$480,000, a rise of 0.8 per cent over the quarter but a decrease of 1.0 per cent over the previous year. Over the quarter, the median house price increased in all metropolitan Perth zones: Perth Inner (1.5 per cent), Perth Middle (0.9 per cent) and Perth Outer (0.7 per cent). In regional Western Australia, it remained steady in Bunbury but increased in all other areas: Kalgoorlie/Boulder (5.1 per cent),

Geraldton (3.0 per cent), Broome (5.0 per cent) and Albany (1.4 per cent). Over the past year, the median house price increased in Perth Inner (2.0 per cent) and Perth Outer (0.2 per cent) but decreased in Perth Middle (-0.8 per cent).

The median price for units in Perth remained stable at \$375,000, a decrease of 1.3 per cent over the previous year. Over the quarter, the median price for other dwellings increased in Perth Middle (1.7 per cent) and Perth Outer (0.4 per cent) but decreased in Perth Inner (-1.1 per cent). In regional Western Australia, it increased in Kalgoorlie/Boulder (5.0 per cent), remained steady in Broome but decreased in Bunbury (-0.8 per cent), Geraldton (5.4 per cent), and Albany (-2.4 per cent). Over the past year, the median price of units increased in Perth Middle (1.2 per cent) remained stable in Perth Outer but decreased Perth Inner (-3.2 per cent).





Melbourne, Victoria

## CAPITAL CITIES COMPARISON

HOUSES										UNITS								
CAPITAL CITIES*	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)	MEDIAN SALES PRICE (QUARTER)	NUMBER OF SALES (QUARTER)	ANNUAL MEDIAN SALES PRICE	ANNUAL NUMBER OF SALES	ANNUAL CHANGE IN MEDIAN SALE PRICE	ANNUAL LISTINGS	MEDIAN DAYS ON MARKET (DAYS)	MEDIAN VENDOR DISCOUNT	AVERAGE HOLD PERIOD (YEARS)
12 MONTHS TO AUGUST	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020	2020
Greater Adelaide	\$480,000	3,843	\$471,500	15,854	2.5%	18,496	46	-3.1%	10.6	\$334,000	779	\$332,875	3,276	-3.5%	5,309	55	-3.2%	10.0
Greater Brisbane	\$558,000	7,958	\$550,375	30,707	1.5%	41,633	37	-3.2%	11.7	\$390,000	2,465	\$390,000	9,202	0.3%	13,978	49	-3.3%	9.8
Canberra	\$725,000	1,263	\$706,000	5,189	5.7%	4,634	43	-2.0%	11.2	\$445,000	827	\$445,000	3,192	4.7%	3,752	53	-2.0%	8.9
Greater Darwin	\$470,000	288	\$470,000	1,061	-2.1%	1,352	69	-4.8%	9.7	\$277,500	166	\$280,000	556	-9.7%	828	81	-6.9%	9.7
Greater Hobart	\$512,500	701	\$515,000	3,043	8.4%	3,400	13	-2.5%	11.7	\$388,500	240	\$401,000	1,038	5.0%	1,036	12	-2.9%	9.5
Greater Melbourne	\$730,000	9,315	\$750,000	44,420	5.6%	50,807	31	-2.9%	12.7	\$587,500	4,450	\$586,000	21,557	7.5%	31,783	36	-3.1%	9.6
Greater Perth	\$485,000	7,313	\$485,000	23,909	-2.0%	33,887	43	-3.9%	11.4	\$369,500	1,448	\$370,000	5,189	-2.6%	9,143	54	-4.7%	11.2
Greater Sydney	\$925,000	12,337	\$950,000	46,149	5.6%	47,284	32	-2.7%	12.1	\$712,000	8,459	\$720,000	33,178	3.2%	34,746	35	-2.6%	9.7

\* All figures for 12 months, ending August 2020





# SALES MARKET SUMMARY

## QUARTER STATISTICS SUMMARY

HOUSES (<2400m²)				UNITS & TOWNHOUSES			VACANT LAND (<2400m²)		
LGA/REGION	QTRLY NO. SALES	QTRLY MEDIAN SALE PRICE	QTRLY CHANGE	QTRLY NO. SALES	QTRLY MEDIAN SALE PRICE	QTRLY CHANGE	QTRLY NO. SALES	QTRLY MEDIAN SALE PRICE	QTRLY CHANGE
QUEENSLAND									
QUEENSLAND	13,632	\$490,000	0.0%	5,074	\$390,000	0.5%	2,465	\$198,750	-3.2%
GREATER BRISBANE									
GREATER BRISBANE	6,325	\$539,000	0.7%	2,094	\$394,500	0.0%	1,175	\$229,000	-1.2%
BRISBANE LGA	2,751	\$720,000	1.4%	1,538	\$420,000	-0.5%	175	\$417,000	0.0%
IPSWICH	731	\$349,000	0.0%	44	\$195,000	-4.1%	182	\$216,450	0.5%
LOGAN	772	\$395,000	0.8%	141	\$228,000	1.8%	214	\$226,000	0.0%
MORETON BAY	1,348	\$475,000	1.6%	265	\$310,000	-0.3%	244	\$272,000	0.8%
REDLAND	579	\$549,000	1.0%	100	\$380,000	1.6%	333	\$33,000	0.6%
TOURISM CENTRES									
GOLD COAST	1,714	\$650,000	0.8%	1,457	\$425,000	0.5%	140	\$299,000	0.7%
SUNSHINE COAST SD	1,410	\$637,500	1.6%	682	\$475,000	2.2%	173	\$270,100	-0.2%
SUNSHINE COAST	1,192	\$620,000	1.8%	543	\$445,000	1.1%	154	\$262,500	-0.6%
NOOSA	218	\$895,000	3.6%	139	\$705,000	5.0%	19	N/A	N/A
FRASER COAST	379	\$335,000	1.1%	59	\$256,250	1.4%	127	\$165,000	-0.6%
CAIRNS	422	\$430,000	0.0%	218	\$215,000	0.0%	92	\$191,500	-3.5%
REGIONAL CENTRES									
BUNDABERG	283	\$293,184	1.8%	58	\$205,000	-1.6%	107	\$154,500	0.0%
GLADSTONE	182	\$303,500	1.1%	37	\$175,000	0.0%	42	\$126,000	20.0%
MACKAY	391	\$379,000	1.0%	54	\$225,000	2.3%	60	\$175,000	0.0%
ROCKHAMPTON	281	\$275,000	1.5%	23	\$248,250	1.6%	20	\$156,000	0.9%
TOOWOOMBA	448	\$360,750	1.1%	77	\$272,500	1.8%	84	\$176,250	-1.1%
TOWNSVILLE	562	\$338,000	3.1%	118	\$227,000	0.0%	81	\$160,000	-0.6%

N/D: Not displayed due to price movements potentially driven by type of stock transacting

## QUARTER STATISTICS SUMMARY

### STRONGEST PERFORMERS FOR THE QUARTER

HOUSES (<2400)		UNITS		LAND (<2400)	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
3.6%	NOOSA	5.0%	NOOSA	20.0%	GLADSTONE
3.1%	TOWNSVILLE	2.3%	MACKAY	0.9%	ROCKHAMPTON
1.8%	SUNSHINE COAST	2.2%	SUNSHINE COAST SD	0.8%	MORETON BAY

### WEAKEST PERFORMERS FOR THE QUARTER

HOUSES (<2400)		UNITS		LAND (<2400)	
QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION	QTRLY CHANGE	LGA/REGION
0.0%	IPSWICH	-4.1%	IPSWICH	-3.5%	CAIRNS
0.0%	CAIRNS	-1.6%	BUNDABERG	-1.2%	GREATER BRISBANE
0.7%	GREATER BRISBANE	-0.5%	BRISBANE LGA	-1.1%	TOOWOOMBA



## ANNUAL STATISTICS SUMMARY

HOUSES (<2400m²)				UNITS & TOWNHOUSES			VACANT LAND (<2400m²)		
LGA/REGION	ANNUAL NO. SALES	ANNUAL MEDIAN SALE PRICE	ANNUAL CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE PRICE	ANNUAL CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE PRICE	ANNUAL CHANGE
QUEENSLAND									
QUEENSLAND	57,343	\$485,000	1.0%	21,453	\$385,000	1.3%	11,855	\$225,500	-4.4%
GREATER BRISBANE									
GREATER BRISBANE	27,581	\$535,000	1.9%	8,906	\$390,000	0.0%	6,274	\$237,000	-1.2%
BRISBANE LGA	12,309	\$710,000	4.4%	6,556	\$418,000	0.7%	1,251	\$405,000	0.0%
IPSWICH	3,021	\$350,000	-0.7%	207	\$211,000	-21.9%	1,191	\$210,000	2.4%
LOGAN	3,282	\$403,000	2.0%	575	\$229,000	0.4%	1,318	\$225,000	1.4%
MORETON BAY	6,031	\$460,000	3.4%	1,164	\$314,000	-1.6%	1,399	\$262,000	4.8%
REDLAND	2,401	\$530,000	1.0%	370	\$375,000	6.1%	1,017	\$33,000	0.0%
TOURISM CENTRES									
GOLD COAST	6,959	\$640,000	3.2%	6,260	\$420,000	1.8%	907	\$292,000	0.7%
SUNSHINE COAST SD	5,469	\$630,000	5.9%	2,709	\$460,000	7.0%	1,154	\$274,200	-0.1%
SUNSHINE COAST	4,628	\$611,000	5.3%	2,147	\$426,500	3.9%	1,103	\$271,000	0.3%
NOOSA	841	\$860,000	11.0%	562	\$693,000	19.5%	51	\$615,000	87.2%
FRASER COAST	1,698	\$328,500	1.1%	272	\$261,000	6.5%	420	\$165,000	0.0%
CAIRNS	2,036	\$415,000	0.0%	1,032	\$225,000	1.4%	357	\$220,000	-4.3%
REGIONAL CENTRES									
BUNDABERG	1,187	\$285,000	3.6%	215	\$245,000	0.0%	336	\$150,000	3.4%
GLADSTONE	681	\$288,000	2.9%	114	\$170,000	-5.6%	114	\$120,000	9.1%
MACKAY	1,473	\$365,750	6.0%	209	\$225,000	0.0%	251	\$180,000	1.1%
ROCKHAMPTON	1,145	\$272,000	6.7%	96	\$249,000	5.5%	129	\$166,500	0.9%
TOOWOOMBA	1,969	\$359,000	2.4%	320	\$280,000	4.1%	390	\$186,000	-0.4%
TOWNSVILLE	2,171	\$330,000	4.8%	499	\$250,000	2.2%	399	\$165,000	0.3%

N/D: Not displayed due to price movements potentially driven by type of stock transacting

\*Based on data from MacLeay Island and Russell Island only, and may not accurately represent all of Redland

## STRONGEST PERFORMERS FOR THE PAST 12 MONTHS

HOUSES (<2400)		UNITS		LAND (<2400)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
11.0%	NOOSA	19.5%	NOOSA	87.2%	NOOSA
6.7%	ROCKHAMPTON	7.0%	SUNSHINE COAST SD	9.1%	GLADSTONE
6.0%	MACKAY	6.5%	FRASER COAST	4.8%	MORETON BAY

## WEAKEST PERFORMERS FOR THE PAST 12 MONTHS

HOUSES (<2400)		UNITS		LAND (<2400)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
-0.7%	IPSWICH	-21.9%	IPSWICH	-4.3%	CAIRNS
0.0%	CAIRNS	-5.6%	GLADSTONE	-1.2%	GREATER BRISBANE
1.0%	REDLAND	-1.6%	MORETON BAY	-0.4%	TOOWOOMBA

## QUEENSLAND ALL LGAs ANNUAL STATISTICS

PERFORMANCE BY LGA*	HOUSES (<2400m <sup>2</sup> )			HOUSES (>2400m <sup>2</sup> )			UNITS			LAND (<2400m <sup>2</sup> )			LAND (>2400m <sup>2</sup> )		
SUBURB/LGA	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE
BALONNE	17	N/A	N/A	13	N/A	N/A	1	N/A	N/A	5	N/A	N/A	4	N/A	N/A
BANANA	109	\$164,000	-0.6%	17	N/A	N/A	5	N/A	N/A	10	N/A	N/A	7	N/A	N/A
BARCALDINE	18	N/A	N/A	13	N/A	N/A	0	N/A	N/A	3	N/A	N/A	6	N/A	N/A
BARCOO	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BLACKALL TAMBO	20	\$80,000	14.3%	5	N/A	N/A	0	N/A	N/A	2	N/A	N/A	6	N/A	N/A
BOULIA	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A	0	N/A	N/A
BRISBANE	12,309	\$710,000	4.4%	342	\$1,150,000	-5.9%	6,556	\$418,000	0.7%	1,251	\$405,000	0.0%	62	\$900,000	-18.1%
BULLOO	4	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	4	N/A	N/A
BUNDABERG	1,187	\$285,000	3.6%	353	\$355,750	1.6%	215	\$245,000	0.0%	336	\$150,000	3.4%	192	\$143,500	-4.0%
BURDEKIN	169	\$165,000	3.1%	33	\$350,000	1.4%	11	N/A	N/A	15	N/A	N/A	9	N/A	N/A
BURKE	1	N/A	N/A	0	N/A	N/A	0	N/A	N/A	4	N/A	N/A	0	N/A	N/A
CAIRNS	2,036	\$415,000	0.0%	141	\$672,500	-3.9%	1,032	\$225,000	1.4%	357	\$220,000	-4.3%	53	\$231,250	2.8%
CARPENTARIA	14	N/A	N/A	0	N/A	N/A	0	N/A	N/A	6	N/A	N/A	1	N/A	N/A
CASSOWARY COAST	250	\$235,000	-6.0%	81	\$320,000	-2.6%	54	\$220,000	12.8%	81	\$83,250	-20.7%	63	\$130,000	-20.2%
CENTRAL HIGHLANDS	269	\$255,000	13.3%	51	\$450,000	-6.3%	27	\$170,000	-7.4%	15	N/A	N/A	15	N/A	N/A
CHARTERS TOWERS	65	\$130,000	-18.8%	41	\$345,000	4.5%	3	N/A	N/A	5	N/A	N/A	15	N/A	N/A
CLONCURRY	16	N/A	N/A	11	N/A	N/A	2	N/A	N/A	5	N/A	N/A	4	N/A	N/A
COOK	18	N/A	N/A	14	N/A	N/A	2	N/A	N/A	15	N/A	N/A	14	N/A	N/A
CROYDON	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A	2	N/A	N/A	0	N/A	N/A
DIAMANTINA	2	N/A	N/A	0	N/A	N/A	0	N/A	N/A	4	N/A	N/A	2	N/A	N/A
DOUGLAS	127	\$402,500	-13.2%	43	\$505,000	6.2%	197	\$248,500	5.7%	20	\$157,500	-1.6%	22	\$91,875	-40.7%
ETHERIDGE	3	N/A	N/A	4	N/A	N/A	0	N/A	N/A	0	N/A	N/A	1	N/A	N/A
FLINDERS	14	N/A	N/A	4	N/A	N/A	0	N/A	N/A	4	N/A	N/A	2	N/A	N/A
FRASER COAST	1,698	\$328,500	1.1%	419	\$416,500	6.8%	272	\$261,000	6.5%	420	\$165,000	0.0%	256	\$125,000	38.9%
GLADSTONE	681	\$288,000	2.9%	200	\$390,000	0.0%	114	\$170,000	-5.6%	114	\$120,000	9.1%	107	\$149,000	-3.9%
GOLD COAST	6,959	\$640,000	3.2%	621	\$902,750	6.5%	6,260	\$420,000	1.8%	907	\$292,000	0.7%	127	\$560,000	7.7%
GOONDIWINDI	85	\$274,500	-3.7%	23	\$370,000	7.2%	3	N/A	N/A	26	\$85,000	58.9%	8	N/A	N/A
GYMPIE	658	\$315,000	9.6%	417	\$415,000	7.8%	100	\$256,250	-6.8%	172	\$141,995	7.4%	215	\$186,000	6.3%
HINCHINBROOK	105	\$210,000	9.1%	30	\$285,000	9.6%	2	N/A	N/A	27	\$45,000	-18.2%	7	N/A	N/A
IPSWICH	3,021	\$350,000	-0.7%	221	\$560,000	3.4%	207	\$211,000	-21.9%	1,191	\$210,000	2.4%	121	\$330,000	1.5%
ISAAC	178	\$240,000	28.5%	18	N/A	N/A	21	\$218,500	37.0%	16	N/A	N/A	13	N/A	N/A
LIVINGSTONE	542	\$389,500	2.5%	184	\$518,750	8.5%	94	\$237,500	-5.0%	200	\$171,000	-2.0%	104	\$234,000	4.1%
LOCKYER VALLEY	212	\$250,000	-0.2%	371	\$396,000	0.3%	19	N/A	N/A	42	\$136,250	6.4%	142	\$180,000	5.9%
LOGAN	3,282	\$403,000	2.0%	698	\$617,000	-0.5%	575	\$229,000	0.4%	1,318	\$225,000	1.4%	146	\$309,250	0.7%
LONGREACH	28	\$140,000	-9.7%	5	N/A	N/A	5	N/A	N/A	1	N/A	N/A	6	N/A	N/A
MACKAY	1,473	\$365,750	6.0%	222	\$470,000	-2.1%	209	\$225,000	0.0%	251	\$180,000	1.1%	119	\$192,500	-21.4%
MARANOA	86	\$190,000	-7.3%	29	\$375,000	23.0%	3	N/A	N/A	9	N/A	N/A	8	N/A	N/A
MAREEBA	115	\$295,000	3.0%	125	\$490,000	7.7%	13	N/A	N/A	35	\$106,000	-7.8%	52	\$144,500	7.0%
MCKINLAY	11	N/A	N/A	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	1	N/A	N/A
MORETON BAY	6,031	\$460,000	3.4%	892	\$725,000	7.4%	1,164	\$314,000	-1.6%	1,399	\$262,000	4.8%	264	\$330,000	3.1%
MOUNT ISA	166	\$241,500	-5.0%	8	N/A	N/A	19	N/A	N/A	7	N/A	N/A	2	N/A	N/A
MURWEIH	44	\$88,500	21.2%	9	N/A	N/A	2	N/A	N/A	4	N/A	N/A	6	N/A	N/A
NOOSA	841	\$860,000	11.0%	251	\$700,000	0.0%	562	\$693,000	19.5%	51	\$615,000	87.2%	25	\$540,000	8.0%
NORTH BURNETT	85	\$112,500	-16.7%	30	\$239,500	-3.8%	1	N/A	N/A	29	\$14,300	-28.5%	31	\$80,000	-36.0%
PAROO	10	N/A	N/A	3	N/A	N/A	0	N/A	N/A	2	N/A	N/A	1	N/A	N/A
QUILPIE	10	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A
REDLAND	2,401	\$530,000	1.0%	104	\$950,000	-5.0%	370	\$375,000	6.1%	1,017	\$33,000	0.0%	22	\$538,500	-11.0%



QUEENSLAND ALL LGAs ANNUAL STATISTICS (CONT'D)

PERFORMANCE BY LGA*	HOUSES (<2400m²)			HOUSES (>2400m²)			UNITS			LAND (<2400m²)			LAND (>2400m²)		
SUBURB/LGA	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE	ANNUAL SALES	ANNUAL MEDIAN SALE	1YR CHANGE
RICHMOND	8	N/A	N/A	2	N/A	N/A	0	N/A	N/A	1	N/A	N/A	2	N/A	N/A
ROCKHAMPTON	1,145	\$272,000	6.7%	105	\$390,000	10.6%	96	\$249,000	5.5%	129	\$166,500	0.9%	41	\$150,000	-14.3%
SCENIC RIM	378	\$410,000	2.5%	298	\$585,000	-2.5%	30	\$265,000	14.2%	40	\$198,450	-1.1%	82	\$301,250	-5.4%
SOMERSET	215	\$260,000	2.9%	207	\$415,000	-3.1%	3	N/A	N/A	45	\$106,950	-14.4%	69	\$220,000	10.0%
SOUTH BURNETT	279	\$205,000	2.5%	221	\$297,500	8.2%	14	N/A	N/A	86	\$38,000	-1.9%	149	\$86,000	4.9%
SOUTHERN DOWNS	315	\$250,000	-1.6%	158	\$375,000	0.7%	19	N/A	N/A	52	\$95,000	1.9%	125	\$120,000	15.4%
SUNSHINE COAST	4,628	\$611,000	5.3%	928	\$750,000	2.0%	2,147	\$426,500	3.9%	1,103	\$271,000	0.3%	211	\$519,000	6.5%
TABLELANDS	203	\$290,000	-3.3%	164	\$425,000	1.0%	25	\$243,250	-14.3%	81	\$115,000	-4.8%	69	\$159,000	-11.7%
TOOWOOMBA	1,969	\$359,000	2.4%	420	\$531,500	0.0%	320	\$280,000	4.1%	390	\$186,000	-0.4%	217	\$199,500	-10.3%
TORRES	1	N/A	N/A	0	N/A	N/A	3	N/A	N/A	0	N/A	N/A	0	N/A	N/A
TOWNSVILLE	2,171	\$330,000	4.8%	247	\$442,500	3.3%	499	\$250,000	2.2%	399	\$165,000	0.3%	72	\$215,000	-7.3%
WEIPA	21	\$475,000	3.3%	0	N/A	N/A	3	N/A	N/A	1	N/A	N/A	0	N/A	N/A
WESTERN DOWNS	249	\$210,000	15.4%	134	\$306,000	-4.4%	35	\$143,500	-7.4%	27	\$30,000	-14.3%	167	\$30,500	-4.7%
WHITSUNDAY	372	\$350,000	0.7%	86	\$510,000	6.3%	139	\$260,250	8.4%	118	\$155,000	0.0%	60	\$191,250	-16.8%
WINTON	13	N/A	N/A	1	N/A	N/A	0	N/A	N/A	1	N/A	N/A	0	N/A	N/A

\*All figures are for 12 months to Sep-20      N/A Not available due to insufficient sales numbers

STRONGEST PERFORMERS BY LGA FOR THE PAST 12 MONTHS									
HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION	ANNUAL CHANGE	LGA/REGION
28.5%	ISAAC	23.0%	MARANOA	37.0%	ISAAC	87.2%	NOOSA	38.9%	FRASER COAST
21.2%	MURWEIH	10.6%	ROCKHAMPTON	19.5%	NOOSA	58.9%	GOONDIWINDI	15.4%	SOUTHERN DOWNS
15.4%	WESTERN DOWNS	9.6%	HINCHINBROOK	14.2%	SCENIC RIM	9.1%	GLADSTONE	10.0%	SOMERSET

MOST EXPENSIVE LGAs FOR THE PAST 12 MONTHS									
HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION
\$860,000	NOOSA	\$1,150,000	BRISBANE	\$693,000	NOOSA	\$615,000	NOOSA	\$900,000	BRISBANE
\$710,000	BRISBANE	\$950,000	REDLAND	\$426,500	SUNSHINE COAST	\$405,000	BRISBANE	\$560,000	GOLD COAST
\$640,000	GOLD COAST	\$902,750	GOLD COAST	\$420,000	GOLD COAST	\$292,000	GOLD COAST	\$540,000	NOOSA

MOST AFFORDABLE LGAs FOR THE PAST 12 MONTHS									
HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION	ANNUAL MEDIAN SALE PRICE	LGA/REGION
\$80,000	BLACKALL TAMBO	\$239,500	NORTH BURNETT	\$143,500	WESTERN DOWNS	\$14,300	NORTH BURNETT	\$30,500	WESTERN DOWNS
\$88,500	MURWEIH	\$285,000	HINCHINBROOK	\$170,000	CENTRAL HIGHLANDS	\$30,000	WESTERN DOWNS	\$80,000	NORTH BURNETT
\$112,500	NORTH BURNETT	\$297,500	SOUTH BURNETT	\$170,000	GLADSTONE	\$33,000	REDLAND	\$86,000	SOUTH BURNETT

LARGEST SALES MARKETS BY LGA FOR THE PAST 12 MONTHS									
HOUSES (<2400m²)		HOUSES (>2400m²)		UNITS		LAND (<2400m²)		LAND (>2400m²)	
ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION	ANNUAL SALES	LGA/REGION
12,309	BRISBANE	928	SUNSHINE COAST	6,556	BRISBANE	1,399	MORETON BAY	264	MORETON BAY
6,959	GOLD COAST	892	MORETON BAY	6,260	GOLD COAST	1,318	LOGAN	256	FRASER COAST
6,031	MORETON BAY	698	LOGAN	2,147	SUNSHINE COAST	1,251	BRISBANE	217	TOOWOOMBA



## ON THE MARKET INDICATORS

LGA / REGION	HOUSES (ALL)								CHANGE OVER YEAR			
	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
	12 MONTHS TO SEPTEMBER	2020*	2019**	2020*	2019**	2020*	2019**	2020*	2019**	CHANGE OVER YEAR		
										% PTS		% PTS
QUEENSLAND	102,329	115,368	7.0%	7.9%	45	50	-3.7%	-4.4%	-11.3%	-0.9%	-5	-0.7%
GREATER BRISBANE	43,296	49,161	6.1%	7.0%	38	44	-3.3%	-3.9%	-11.9%	-0.9%	-6	-0.6%
BRISBANE LGA	16,811	19,220	5.3%	6.1%	30	38	-3.1%	-3.8%	-12.5%	-0.8%	-8	-0.8%
IPSWICH	5,101	5,747	7.0%	8.0%	50	54	-4.0%	-4.1%	-11.2%	-1.0%	-4	-0.1%
LOGAN	6,330	7,210	6.4%	7.4%	51	53	-3.4%	-3.8%	-12.2%	-1.0%	-2	-0.4%
MORETON BAY	9,453	10,423	6.7%	7.5%	38	44	-2.8%	-3.6%	-9.3%	-0.8%	-6	-0.7%
REDLAND	3,938	4,352	7.5%	8.3%	40	50	-3.7%	-4.0%	-9.5%	-0.8%	-10	-0.3%
GOLD COAST	10,883	12,473	7.9%	9.2%	39	51	-3.1%	-4.1%	-12.7%	-1.2%	-12	-1.0%
SUNSHINE COAST SD	8,787	9,796	7.9%	8.9%	46	52	-3.0%	-3.6%	-10.3%	-1.0%	-6	-0.6%
SUNSHINE COAST	7,373	8,085	8.0%	8.8%	46	51	-2.9%	-3.6%	-8.8%	-0.8%	-5	-0.7%
NOOSA	1,455	1,711	7.8%	9.2%	56	57	-3.5%	-4.4%	-15.0%	-1.4%	-1	-0.8%
FRASER COAST	3,515	4,133	8.8%	10.4%	70	64	-4.3%	-4.9%	-15.0%	-1.6%	6	-0.6%
CAIRNS	3,505	3,875	7.4%	8.2%	44	48	-3.8%	-4.4%	-9.5%	-0.8%	-4	-0.6%
BUNDBERG	2,653	3,063	7.7%	9.0%	56	61	-3.8%	-4.8%	-13.4%	-1.2%	-6	-1.0%
GLADSTONE	1,689	1,724	7.3%	7.5%	61	53	-4.8%	-6.4%	-2.0%	-0.2%	8	-1.6%
MACKAY	2,747	2,920	6.8%	7.2%	45	49	-4.4%	-5.4%	-5.9%	-0.5%	-4	-1.0%
ROCKHAMPTON	2,047	2,206	6.9%	7.5%	62	66	-5.1%	-7.3%	-7.2%	-0.6%	-4	-2.2%
TOOWOOMBA	3,588	4,119	6.8%	7.9%	48	52	-3.5%	-4.3%	-12.9%	-1.1%	-4	-0.7%
TOWNSVILLE	4,040	4,165	6.4%	6.6%	50	55	-5.2%	-6.3%	-3.0%	-0.2%	-5	-1.2%

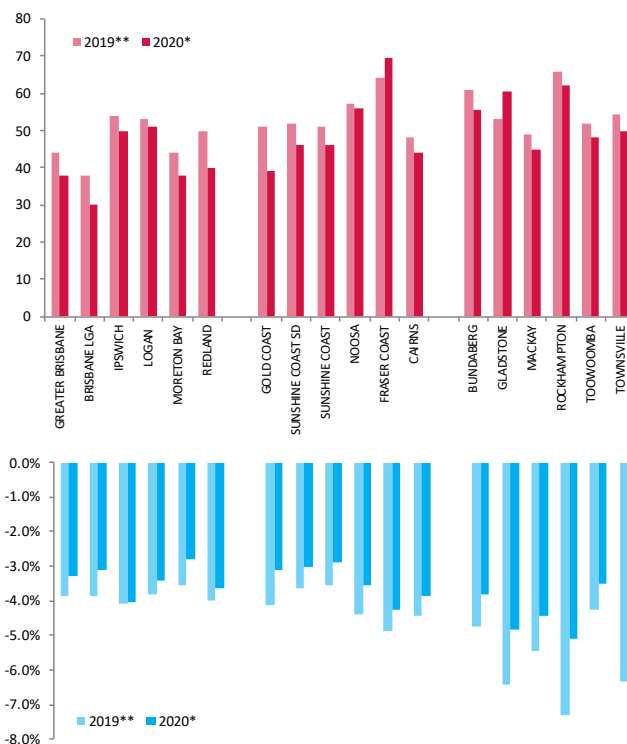
\* Figures are preliminary

\*\* Some data is based on 12 months to August

\*\* Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

Source: REIQ. Data Supplied by CoreLogic RP Data Market Trends

## MEDIAN DAYS ON MARKET - HOUSES

12 months to September  
Source: REIQ, data supplied by CoreLogic

## MEDIAN VENDOR DISCOUNTING - HOUSES

## ON THE MARKET INDICATORS

LGA / REGION	UNITS & TOWNHOUSES								CHANGE OVER YEAR			
	TOTAL LISTINGS		STOCK ON MARKET		MEDIAN DAYS ON MARKET**		MEDIAN VENDOR DISCOUNT**		TOTAL LISTINGS	STOCK ON MARKET	DAYS ON MARKET	VENDOR DISCOUNT
	12 MONTHS TO SEPTEMBER	2020*	2019**	2020*	2019**	2020*	2019**	2020*	2019**	CHANGE OVER YEAR		
										% PTS		% PTS
QUEENSLAND	32,617	37,311	6.2%	7.2%	55	61	-3.6%	-4.5%	-12.6%	-1.0%	-6	-0.9%
GREATER BRISBANE	14,111	15,701	5.7%	6.5%	49	57	-3.3%	-4.2%	-10.1%	-0.8%	-8	-0.9%
BRISBANE LGA	9,990	11,346	5.4%	6.3%	42	51	-3.1%	-4.0%	-12.0%	-0.9%	-9	-0.9%
IPSWICH	374	435	5.1%	6.1%	90	101	-5.1%	-8.3%	-14.0%	-1.0%	-11	-3.1%
LOGAN	1,078	1,143	6.4%	6.9%	71	77	-4.5%	-5.5%	-5.7%	-0.5%	-6	-1.0%
MORETON BAY	1,933	2,032	7.0%	7.5%	70	77	-3.4%	-4.3%	-4.9%	-0.5%	-7	-0.9%
REDLAND	603	645	7.1%	7.7%	56	72	-2.5%	-3.2%	-6.5%	-0.6%	-17	-0.6%
GOLD COAST	8,340	9,546	6.9%	8.1%	54	62	-3.8%	-4.3%	-12.6%	-1.1%	-8	-0.6%
SUNSHINE COAST SD	3,482	4,069	7.1%	8.5%	49	59	-3.2%	-4.0%	-14.4%	-1.4%	-10	-0.8%
SUNSHINE COAST	2,924	3,372	7.4%	8.7%	52	59	-3.0%	-4.0%	-13.3%	-1.3%	-7	-1.0%
NOOSA	572	697	6.1%	7.6%	45	57	-3.5%	-4.3%	-17.9%	-1.4%	-13	-0.8%
FRASER COAST	468	544	7.5%	8.9%	100	83	-4.9%	-4.9%	-14.0%	-1.4%	17	0.0%
CAIRNS	1,695	2,011	7.1%	8.6%	68	57	-4.7%	-5.2%	-15.7%	-1.5%	11	-0.6%
BUNDABERG	319	440	5.7%	7.9%	113	137	-4.0%	-5.4%	-27.5%	-2.3%	-24	-1.3%
GLADSTONE	273	325	6.1%	7.4%	97	61	-5.2%	-7.6%	-16.0%	-1.3%	36	-2.4%
MACKAY	353	401	4.5%	5.2%	86	87	-5.4%	-8.0%	-12.0%	-0.7%	-1	-2.6%
ROCKHAMPTON	228	247	4.7%	5.2%	117	136	-6.7%	-10.0%	-7.7%	-0.5%	-20	-3.3%
TOOWOOMBA	652	816	5.5%	7.2%	84	81	-3.4%	-4.1%	-20.1%	-1.6%	3	-0.7%
TOWNSVILLE	918	965	5.3%	5.6%	65	76	-6.4%	-6.7%	-4.9%	-0.3%	-11	-0.2%

\* Figures are preliminary

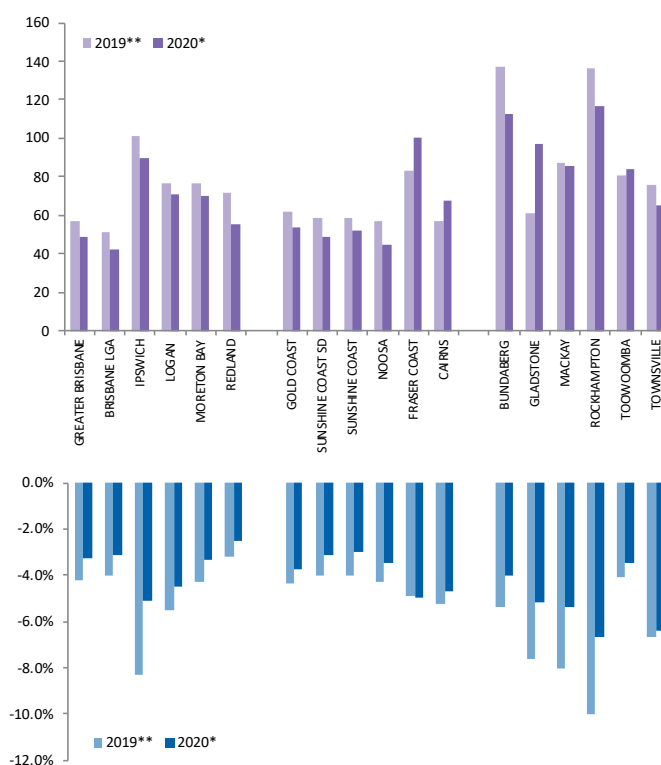
\*\* Some data is based on 12 months to August

\*\* Days on Market and Vendor Discount calculation methodology changed from a average calculation to a median calculation

Source: REIQ, Data Supplied by CoreLogic RP Data Market Trends

### MEDIAN DAYS ON MARKET- UNITS

12 months to September  
Source: REIQ, data supplied by CoreLogic



### MEDIAN VENDOR DISCOUNTING - UNITS





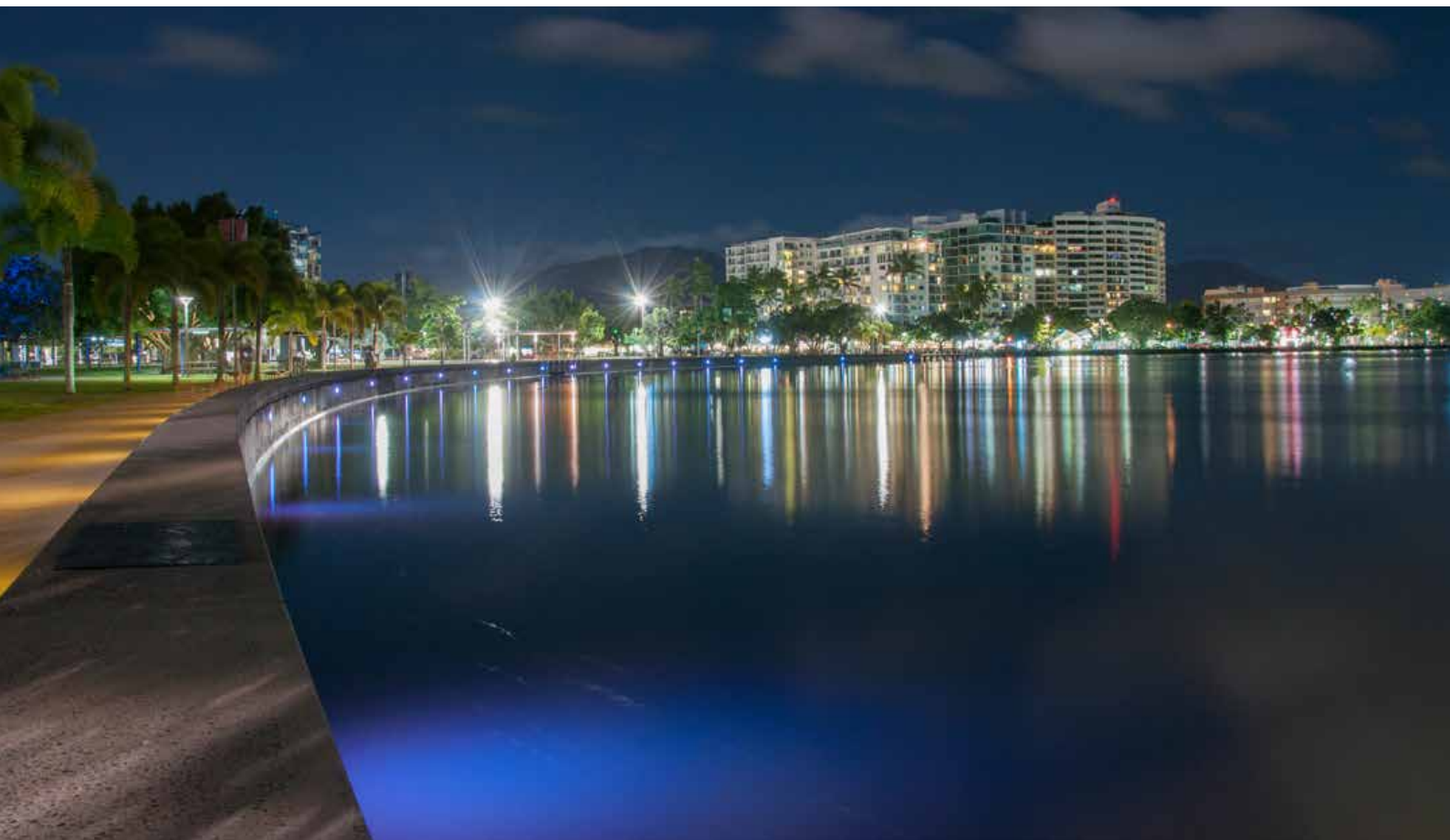
# RENTAL MARKET SUMMARY

## QUARTER STATISTICS SUMMARY

RENTAL TRENDS		MEDIAN WEEKLY RENT						GROSS RENTAL YIELDS			
LGA/REGION		3-BED HOUSE		2-BED FLAT		3-BED TOWNHOUSE		HOUSES		UNITS	
GREATER BRISBANE		QUARTERLY TREND		QUARTERLY TREND		QUARTERLY TREND		QUARTERLY TREND		QUARTERLY TREND	
BRISBANE LGA		\$445	UP	\$425	UP	\$425	UP	3.2%	STEADY	5.3%	STEADY
IPSWICH		\$320	STEADY	\$265	UP	\$325	STEADY	4.8%	STEADY	7.1%	UP*
LOGAN		\$350	STEADY	\$290	STEADY	\$340	UP	4.6%	STEADY	6.6%	DOWN*
MORETON BAY		\$375	UP	\$300	UP	\$355	UP	4.1%	STEADY	5.0%	STEADY
REDLAND		\$413	UP	\$358	UP	\$415	UP	3.9%	STEADY	4.9%	DOWN
TOURISM CENTRES											
GOLD COAST		\$497	DOWN	\$450	UP*	\$465	UP	4.0%	STEADY	5.5%	STEADY
SUNSHINE COAST		\$470	UP	\$400	UP*	\$450	UP	3.9%	STEADY	4.7%	STEADY
NOOSA		\$500	UP	\$455	UP*	\$595	UP	2.9%	STEADY	3.4%	UP
FRASER COAST		\$340	UP	\$275	DOWN	\$350	UP	5.3%	STEADY	5.6%	DOWN*
CAIRNS		\$410	UP	\$320	UP	\$395	UP*	5.0%	STEADY	7.7%	STEADY
REGIONAL QLD											
BUNDABERG		\$310	UP	\$260	UP*	\$300	DOWN	5.5%	STEADY	6.6%	UP*
GLADSTONE		\$260	STEADY	\$209	UP	\$265	UP	4.5%	DOWN*	6.2%	N/A
MACKAY		\$370	UP	\$300	UP*	\$375	UP	5.1%	STEADY	6.9%	UP
ROCKHAMPTON		\$320	UP*	\$240	UP	\$375	UP*	6.1%	UP	5.0%	N/A
TOOWOOMBA		\$320	STEADY	\$265	UP	\$340	UP	4.6%	STEADY	5.1%	UP*
TOWNSVILLE		\$330	UP	\$280	UP	\$340	STEADY	5.1%	STEADY	6.4%	UP*

\*Rent change of \$20 or more or 0.5 pts or more (yields)

N/A Not available





## RESIDENTIAL VACANCY RATES

COUNCIL / REGION	SEP-20	JUN-20	CHANGE	STATUS
<b>BRISBANE SD</b>	<b>2.0%</b>	<b>2.3%</b>	<b>-0.3%</b>	<b>TIGHT</b>
<b>BRISBANE CITY</b>	<b>2.8%</b>	<b>3.1%</b>	<b>-0.3%</b>	<b>HEALTHY</b>
BRISBANE INNER (0-5KM)	3.8%	4.1%	-0.3%	WEAK
BRISBANE REMAINDER (5KM+)	1.6%	1.9%	-0.3%	TIGHT
<b>BRISBANE SURROUNDS</b>	<b>1.0%</b>	<b>1.4%</b>	<b>-0.4%</b>	<b>TIGHT</b>
<b>IPSWICH CITY</b>	<b>1.1%</b>	<b>1.4%</b>	<b>-0.3%</b>	<b>TIGHT</b>
<b>LOGAN CITY</b>	<b>1.4%</b>	<b>1.9%</b>	<b>-0.5%</b>	<b>TIGHT</b>
<b>MORETON BAY</b>	<b>0.8%</b>	<b>1.1%</b>	<b>-0.3%</b>	<b>TIGHT</b>
MORETON BAY - CABOOLTURE	0.7%	0.9%	-0.2%	TIGHT
MORETON BAY - PINE RIVERS	0.8%	1.1%	-0.3%	TIGHT
MORETON BAY - REDCLIFFE	1.0%	1.6%	-0.6%	TIGHT
<b>REDLAND CITY</b>	<b>0.5%</b>	<b>0.9%</b>	<b>-0.4%</b>	<b>TIGHT</b>
REDLAND CITY - MAINLAND	0.4%	0.8%	-0.4%	TIGHT
REDLAND CITY - BAY ISLANDS	1.3%	1.7%	-0.4%	TIGHT
<b>GOLD COAST CITY</b>	<b>1.3%</b>	<b>2.6%</b>	<b>-1.2%</b>	<b>TIGHT</b>
<b>SUNSHINE COAST SD</b>	<b>0.6%</b>	<b>1.6%</b>	<b>-0.9%</b>	<b>TIGHT</b>
<b>SUNSHINE COAST</b>	<b>0.5%</b>	<b>1.6%</b>	<b>-1.1%</b>	<b>TIGHT</b>
SUNSHINE COAST - CALOUNDRA	0.4%	1.4%	-1.0%	TIGHT
SUNSHINE COAST - MAROOCHY	0.4%	1.2%	-0.8%	TIGHT
SUNSHINE COAST - HINTERLAND*	0.6%	1.5%	-0.9%	TIGHT
<b>NOOSA</b>	<b>0.5%</b>	<b>1.4%</b>	<b>-0.9%</b>	<b>TIGHT</b>
<b>FRASER COAST</b>	<b>0.8%</b>	<b>1.1%</b>	<b>-0.3%</b>	<b>TIGHT</b>
FRASER COAST - HERVEY BAY	1.0%	1.4%	-0.4%	TIGHT
FRASER COAST - MARYBOROUGH	0.2%	0.4%	-0.2%	TIGHT
<b>CAIRNS</b>	<b>1.2%</b>	<b>1.9%</b>	<b>-0.7%</b>	<b>TIGHT</b>
<b>BUNDABERG</b>	<b>0.4%</b>	<b>0.7%</b>	<b>-0.3%</b>	<b>TIGHT</b>
<b>GLADSTONE</b>	<b>1.3%</b>	<b>1.6%</b>	<b>-0.3%</b>	<b>TIGHT</b>
<b>MACKAY</b>	<b>0.6%</b>	<b>0.8%</b>	<b>-0.2%</b>	<b>TIGHT</b>
<b>ROCKHAMPTON</b>	<b>0.3%</b>	<b>0.4%</b>	<b>-0.1%</b>	<b>TIGHT</b>
<b>TOOWOOMBA</b>	<b>0.5%</b>	<b>0.7%</b>	<b>-0.2%</b>	<b>TIGHT</b>
<b>TOWNSVILLE</b>	<b>0.6%</b>	<b>1.1%</b>	<b>-0.5%</b>	<b>TIGHT</b>
<b>BALONNE</b>	<b>1.2%</b>	<b>1.9%</b>	<b>-0.8%</b>	<b>TIGHT</b>
<b>BANANA</b>	<b>0.7%</b>	<b>0.8%</b>	<b>0.0%</b>	<b>TIGHT</b>
<b>BURDEKIN</b>	<b>0.4%</b>	<b>0.8%</b>	<b>-0.4%</b>	<b>TIGHT</b>
<b>CASSOWARY COAST</b>	<b>1.3%</b>	<b>1.6%</b>	<b>-0.3%</b>	<b>TIGHT</b>
<b>CENTRAL HIGHLANDS</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.0%</b>	<b>TIGHT</b>
GYMPIE	0.3%	0.6%	-0.2%	TIGHT
ISAAC	0.7%	1.0%	-0.3%	TIGHT
LIVINGSTONE	0.4%	0.6%	-0.2%	TIGHT
LOCKYER VALLEY	0.6%	1.0%	-0.4%	TIGHT
MARANOA	0.8%	2.1%	-1.3%	TIGHT
MOUNT ISA	0.4%	0.4%	0.0%	TIGHT
SCENIC RIM	0.8%	1.3%	-0.5%	TIGHT
SOMERSET	0.8%	1.0%	-0.3%	TIGHT
SOUTH BURNETT	0.5%	0.8%	-0.3%	TIGHT
SOUTHERN DOWNS	0.4%	0.9%	-0.5%	TIGHT
TABLELANDS	0.4%	0.6%	-0.2%	TIGHT
WESTERN DOWNS	0.8%	1.0%	-0.3%	TIGHT
WHITSUNDAY	1.3%	2.5%	-1.2%	TIGHT

\* Noosa Hinterland included in Sunshine Coast Hinterland

**Vacancy trend**  
 steady = between -0.3% to 0.3%  
 up = +0.3% or more  
 down = -0.3% or more

**Market Status**  
 Tight <2.5%  
 Healthy 2.5-3.5%  
 Weak >3.5%

Source: REIQ Residential Rental Survey

## GROSS YIELDS

LOCAL GOVERNMENT AREA	SEP-20	JUN-20	SEP-20	JUN-20
<b>GREATER BRISBANE</b>				
BRISBANE	3.2%	3.2%	5.3%	5.4%
IPSWICH	4.8%	4.8%	7.1%	6.3%
LOGAN	4.6%	4.6%	6.6%	7.2%
MORETON BAY	4.1%	4.3%	5.0%	5.1%
REDLAND	3.9%	4.1%	4.9%	5.2%
<b>TOURISM CENTRES</b>				
GOLD COAST	4.0%	4.1%	5.5%	5.4%
SUNSHINE COAST	3.9%	4.0%	4.7%	4.8%
NOOSA	2.9%	3.0%	3.4%	3.1%
FRASER COAST	5.3%	5.3%	5.6%	6.4%
CAIRNS	5.0%	5.2%	7.7%	7.5%
<b>REGIONAL/RESOURCE AREAS</b>				
BUNDABERG	5.5%	5.6%	6.6%	5.0%
GLADSTONE	4.5%	5.0%	6.2%	N/A
MACKAY	5.1%	5.2%	6.9%	6.6%
ROCKHAMPTON	6.1%	5.7%	5.0%	N/A
TOOWOOMBA	4.6%	4.6%	5.1%	4.5%
TOWNSVILLE	5.1%	5.1%	6.4%	5.5%
<b>OTHER REGIONAL AREAS</b>				
BANANA	9.1%	N/A	N/A	N/A
BURDEKIN	8.5%	9.6%	N/A	N/A
CASSOWARY COAST	7.4%	6.8%	N/A	N/A
CENTRAL HIGHLANDS	6.1%	6.0%	N/A	N/A
DOUGLAS	4.2%	N/A	5.5%	7.1%
GOONDIWINDI	5.4%	N/A	N/A	N/A
GYMPIE	4.9%	5.7%	4.2%	N/A
HINCHINBROOK	7.7%	N/A	N/A	N/A
ISAAC	6.3%	6.5%	N/A	N/A
LIVINGSTONE	4.7%	4.5%	6.7%	N/A
LOCKYER VALLEY	6.9%	6.3%	N/A	N/A
MAREEBA	6.0%	N/A	N/A	N/A
MOUNT ISA	9.4%	9.2%	N/A	N/A
SCENIC RIM	4.6%	4.6%	N/A	N/A
SOMERSET	6.6%	6.5%	N/A	N/A
SOUTH BURNETT	7.4%	6.8%	N/A	N/A
SOUTHERN DOWNS	5.0%	6.6%	N/A	N/A
TABLELANDS	6.3%	5.1%	N/A	N/A
WESTERN DOWNS	6.0%	7.3%	N/A	N/A
WHITSUNDAY	5.4%	7.3%	5.8%	6.2%
WHITSUNDAY	7.3%	5.0%	6.2%	6.8%

Yields comparison based on preliminary data for Sep-20

N/A: Any region with less than 20 transactions is not included in yield calculations

<sup>1</sup> Based upon rents for 3-bedroom houses ; source: Residential Tenancies Authority, Bond Lodgements<sup>2</sup> Based upon rents for 2-bedroom flats ; source: Residential Tenancies Authority, Bond Lodgements

Rental Yield Trend:

Steady = +/- 0 to 0.3%pts

Up = + 0.3%pts or more

Down = - 0.3%pts or more



# RENTAL MARKET SUMMARY



## ANNUAL STATISTICS SUMMARY

RENTAL TRENDS			MEDIAN WEEKLY RENT				GROSS RENTAL YIELDS			
LGA/REGION			3-BED HOUSE		2-BED FLAT		3-BED TOWNHOUSE		HOUSES	
GREATER BRISBANE			ANNUAL TREND		ANNUAL TREND		ANNUAL TREND		ANNUAL TREND	
BRISBANE LGA			\$445	UP	\$425	DOWN	\$425	UP	3.2%	STEADY
IPSWICH			\$320	UP	\$265	UP	\$325	STEADY	4.8%	STEADY
LOGAN			\$350	UP	\$290	UP	\$340	UP	4.6%	STEADY
MORETON BAY			\$375	UP	\$300	UP	\$355	UP	4.1%	STEADY
REDLAND			\$413	UP	\$358	UP	\$415	UP	3.9%	STEADY
TOURISM CENTRES										
GOLD COAST			\$497	DOWN	\$450	UP	\$465	UP	4.0%	STEADY
SUNSHINE COAST			\$470	UP	\$400	UP*	\$450	UP	3.9%	STEADY
NOOSA			\$500	UP*	\$455	UP*	\$595	UP*	2.9%	DOWN*
FRASER COAST			\$340	UP*	\$275	UP	\$350	DOWN	5.3%	STEADY
CAIRNS			\$410	UP	\$320	UP	\$395	DOWN	5.0%	STEADY
REGIONAL QLD										
BUNDABERG			\$310	UP	\$260	UP*	\$300	DOWN*	5.5%	DOWN
GLADSTONE			\$260	UP*	\$209	UP*	\$265	UP*	4.5%	STEADY
MACKAY			\$370	UP	\$300	UP*	\$375	UP*	5.1%	STEADY
ROCKHAMPTON			\$320	UP*	\$240	UP*	\$375	UP	6.1%	STEADY
TOOWOOMBA			\$320	STEADY	\$265	UP	\$340	STEADY	4.6%	STEADY
TOWNSVILLE			\$330	UP	\$280	UP	\$340	DOWN	5.1%	STEADY

\*Rent change of \$20 or more or 0.5 pts or more (yields)

N/A Not available



SIZE OF  
RENTAL  
MARKET

## TOTAL BONDS - ANNUAL TREND

LGA/REGION	HOUSES				UNITS				TOWNHOUSES				TOTAL			
QUEENSLAND	317,660	308,305	3.0%	UP	232,580	223,084	4.3%	UP	67,551	62,938	7.3%	UP	617,791	594,327	3.9%	UP
GREATER BRISBANE	SEP-20	SEP-19	% CHANGE	ANNUAL TREND	SEP-20	SEP-19	% CHANGE	ANNUAL TREND	SEP-20	SEP-19	% CHANGE	ANNUAL TREND	SEP-20	SEP-19	% CHANGE	ANNUAL TREND
BRISBANE	61,551	59,942	2.7%	UP	94,747	92,577	2.3%	UP	22,968	21,808	5.3%	UP	179,266	174,327	2.8%	UP
IPSWICH	23,828	22,888	4.1%	UP	5,340	4,876	9.5%	UP	2,579	2,210	16.7%	UP	31,747	29,974	5.9%	UP
LOGAN	26,525	24,754	7.2%	UP	6,528	5,988	9.0%	UP	6,618	5,928	11.6%	UP	39,671	36,670	8.2%	UP
MORETON BAY	32,735	31,551	3.8%	UP	10,544	9,836	7.2%	UP	8,823	7,924	11.3%	UP	52,102	49,311	5.7%	UP
REDLAND	8,805	8,610	2.3%	UP	1,718	1,681	2.2%	UP	2,070	1,872	10.6%	UP	12,593	12,163	3.5%	UP
TOURISM CENTRES																
GOLD COAST	30,455	29,574	3.0%	UP	37,794	35,552	6.3%	UP	14,117	13,536	4.3%	UP	82,366	78,662	4.7%	UP
SUNSHINE COAST	18,849	18,107	4.1%	UP	13,083	12,364	5.8%	UP	3,523	3,192	10.4%	UP	35,455	33,663	5.3%	UP
NOOSA	2,514	2,470	1.8%	STEADY	1,358	1,266	7.3%	UP	411	374	9.9%	UP	4,283	4,110	4.2%	UP
FRASER COAST	7,028	6,970	0.8%	STEADY	2,740	2,707	1.2%	STEADY	557	549	1.5%	STEADY	10,325	10,226	1.0%	STEADY
CAIRNS	9,679	9,477	2.1%	UP	11,364	10,895	4.3%	UP	922	918	0.4%	STEADY	21,965	21,290	3.2%	UP
REGIONAL QLD																
BUNDABERG	6,521	6,470	0.8%	STEADY	2,951	2,881	2.4%	UP	139	133	4.5%	UP	9,611	9,484	1.3%	STEADY
GLADSTONE	5,484	5,437	0.9%	STEADY	2,236	2,091	6.9%	UP	783	817	-4.2%	DOWN	8,503	8,345	1.9%	STEADY
MACKAY	7,914	7,874	0.5%	STEADY	4,383	4,257	3.0%	UP	509	482	5.6%	UP	12,806	12,613	1.5%	STEADY
ROCKHAMPTON	4,768	4,766	0.0%	STEADY	2,738	2,685	2.0%	STEADY	164	128	28.1%	UP	7,670	7,579	1.2%	STEADY
TOOWOOMBA	11,839	11,546	2.5%	UP	7,700	7,421	3.8%	UP	543	505	7.5%	UP	20,082	19,472	3.1%	UP
TOWNSVILLE	14,814	14,650	1.1%	STEADY	9,297	8,849	5.1%	UP	866	769	12.6%	UP	24,977	24,268	2.9%	UP

## Bonds Trend:

Steady = - 2% to + 2% change

Up = + 2% change or more

Down = - 2% change or more

# QUEENSLAND ALL LGAS - WEEKLY MEDIAN RENTS BY DWELLING TYPE



LGA	FLAT 1-BED			FLAT 2-BED			FLAT 3-BED			HOUSE 2-BED		
	Sep-19	Sep-20	% Change	Sep-19	Sep-20	% Change	Sep-19	Sep-20	% Change	Sep-19	Sep-20	% Change
Balonne Shire Council	N/A	N/A	N/A	N/A	\$170	N/A	\$200	\$200	0.0%	N/A	N/A	N/A
Banana Shire Council	N/A	\$160	N/A	\$240	\$210	-12.5%	N/A	N/A	N/A	\$255	\$260	2.0%
Barcardine Regional Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Barcoo Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Blackall-Tambo Regional Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boulia Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Brisbane City Council	\$359	\$350	-2.5%	\$430	\$425	-1.2%	\$510	\$510	0.0%	\$400	\$400	0.0%
Bundaberg Regional Council	\$250	\$245	-2.0%	\$240	\$260	8.3%	\$295	\$300	1.7%	\$265	\$280	5.7%
Burdekin Shire Council	\$180	\$168	-6.9%	\$210	\$208	-1.2%	\$220	N/A	N/A	\$245	\$235	-4.1%
Cairns Regional Council	\$240	\$260	8.3%	\$310	\$320	3.2%	\$390	\$400	2.6%	\$345	\$350	1.4%
Carpentaria Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cassowary Coast Regional Council	\$195	\$218	11.5%	\$230	\$225	-2.2%	\$250	\$275	10.0%	\$255	\$260	2.0%
Central Highlands Regional Council	\$210	\$230	9.5%	\$240	\$240	0.0%	\$280	\$320	14.3%	\$195	\$250	28.2%
Charters Towers Regional Council	N/A	N/A	N/A	\$205	\$225	9.8%	N/A	N/A	N/A	\$230	\$225	-2.2%
Cloncurry Shire Council	\$200	N/A	N/A	\$218	\$320	47.1%	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	\$149	N/A	N/A	N/A	\$280	N/A	N/A	N/A	N/A	\$260	\$300	15.4%
Diamantina Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Douglas Shire Council	\$240	\$235	-2.1%	\$320	\$310	-3.1%	\$470	\$378	-19.7%	\$320	\$330	3.1%
Flinders Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fraser Coast Regional Council	\$220	\$200	-9.1%	\$265	\$275	3.8%	\$335	\$350	4.5%	\$268	\$278	3.7%
Gladstone Regional Council	\$150	\$160	6.7%	\$180	\$209	15.8%	\$240	\$260	8.3%	\$190	\$235	23.7%
Gold Coast City Council	\$350	\$350	0.0%	\$440	\$450	2.3%	\$495	\$530	7.1%	\$420	\$418	-0.6%
Goondiwindi Regional Council	\$150	N/A	N/A	\$230	\$240	4.3%	\$260	N/A	N/A	N/A	N/A	N/A
Gympie Regional Council	\$220	\$213	-3.4%	\$245	\$230	-6.1%	\$300	\$310	3.3%	\$268	\$290	8.4%
Hinchinbrook Shire Council	N/A	N/A	N/A	\$173	\$180	4.3%	N/A	\$220	N/A	\$250	\$220	-12.0%
Ipswich City Council	\$230	\$240	4.3%	\$260	\$265	1.9%	\$300	\$300	0.0%	\$273	\$280	2.8%
Isaac Regional Council	\$110	\$440	300.0%	\$250	\$245	-2.0%	\$210	\$250	19.0%	\$200	\$238	18.8%
Livingstone Shire Council	\$208	\$240	15.7%	\$290	\$320	10.3%	\$290	\$330	13.8%	\$285	\$305	7.0%
Lockyer Valley Regional Council	N/A	N/A	N/A	\$280	\$250	-10.7%	\$290	\$285	-1.7%	\$275	\$278	0.9%
Logan City Council	\$250	\$240	-4.0%	\$288	\$290	0.7%	\$340	\$340	0.0%	\$295	\$300	1.7%
Longreach Regional Council	N/A	\$135	N/A	\$175	\$180	2.9%	N/A	N/A	N/A	\$200	\$230	15.0%
Mackay Regional Council	\$230	\$270	17.4%	\$270	\$300	11.1%	\$350	\$380	8.6%	\$300	\$300	0.0%
Maranoa Regional Council	N/A	N/A	N/A	\$163	\$175	7.7%	\$283	\$320	13.3%	\$178	\$160	-9.9%
Mareeba Shire Council	\$205	\$210	2.4%	\$245	\$275	12.2%	\$305	N/A	N/A	\$300	\$315	5.0%
Moreton Bay Regional Council	\$250	\$255	2.0%	\$290	\$300	3.4%	\$330	\$340	3.0%	\$305	\$300	-1.6%
Mount Isa City Council	\$180	\$200	11.1%	\$230	\$245	6.5%	\$320	\$410	28.1%	\$285	\$310	8.8%
Murweh Shire Council	N/A	N/A	N/A	\$150	\$170	13.3%	N/A	N/A	N/A	N/A	\$183	N/A
Noosa Shire Council	\$295	\$330	11.9%	\$423	\$455	7.7%	\$600	\$660	10.0%	\$370	\$420	13.5%
North Burnett Regional Council	N/A	N/A	N/A	N/A	\$220	N/A	N/A	N/A	N/A	\$200	\$223	11.3%
Paroo Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Quilpie Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Redland City Council	\$200	\$254	27.2%	\$355	\$358	0.7%	\$425	\$438	2.9%	\$270	\$275	1.9%
Richmond Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rockhampton Regional Council	\$165	\$220	33.3%	\$220	\$240	9.1%	\$290	\$300	3.4%	\$240	\$268	11.5%
Scenic Rim Regional Council	\$250	\$235	-6.0%	\$275	\$250	-9.1%	\$310	\$315	1.6%	\$350	\$300	-14.3%
Somerset Regional Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$255	\$280	9.8%
South Burnett Regional Council	\$175	\$165	-5.7%	\$200	\$200	0.0%	\$255	\$275	7.8%	\$220	\$200	-9.1%
Southern Downs Regional Council	\$175	\$150	-14.3%	\$223	\$230	3.4%	\$275	\$273	-0.9%	\$250	\$240	-4.0%
Sunshine Coast Regional Council	\$290	\$300	3.4%	\$375	\$400	6.7%	\$450	\$450	0.0%	\$378	\$380	0.7%
Tablelands Regional Council	\$185	\$200	8.1%	\$250	\$240	-4.0%	\$290	N/A	N/A	\$270	\$285	5.6%
Toowoomba Regional Council	\$190	\$200	5.3%	\$260	\$265	1.9%	\$310	\$320	3.2%	\$280	\$280	0.0%
Torres Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Townsville City Council	\$230	\$230	0.0%	\$270	\$280	3.7%	\$370	\$380	2.7%	\$300	\$300	0.0%
Weipa - part of Cook	N/A	N/A	N/A	\$550	\$500	-9.1%	N/A	\$670	N/A	N/A	N/A	N/A
Western Downs Regional Council	\$160	\$170	6.3%	\$190	\$188	-1.3%	\$230	\$245	6.5%	\$205	\$198	-3.7%
Whitsunday Regional Council	\$210	\$235	11.9%	\$280	\$300	7.1%	\$330	\$350	6.1%	\$250	\$290	16.0%
Winton Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

# QUEENSLAND ALL LGAS - WEEKLY MEDIAN RENTS BY DWELLING TYPE (CONT'D)

LGA	HOUSE 3-BED			HOUSE 4-BED			TOWNHOUSE 2-BED			TOWNHOUSE 3-BED		
	Sep-19	Sep-20	% Change	Sep-19	Sep-20	% Change	Sep-19	Sep-20	% Change	Sep-19	Sep-20	% Change
Balonne Shire Council	\$250	\$250	0.0%	\$315	\$285	-9.5%	N/A	N/A	N/A	N/A	N/A	N/A
Banana Shire Council	\$280	\$280	0.0%	\$360	\$350	-2.8%	N/A	N/A	N/A	N/A	N/A	N/A
Barcaldine Regional Council	\$210	\$200	-4.8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Barcoo Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Blackall-Tambo Regional Council	N/A	\$170	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boulia Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Brisbane City Council	\$430	\$445	3.5%	\$525	\$550	4.8%	\$395	\$400	1.3%	\$420	\$425	1.2%
Bundaberg Regional Council	\$300	\$310	3.3%	\$360	\$370	2.8%	N/A	\$283	N/A	\$320	\$300	-6.3%
Burdekin Shire Council	\$253	\$278	9.9%	\$320	\$330	3.1%	N/A	N/A	N/A	N/A	N/A	N/A
Cairns Regional Council	\$395	\$410	3.8%	\$460	\$470	2.2%	\$300	\$300	0.0%	\$400	\$395	-1.3%
Carpentaria Shire Council	N/A	\$275	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cassowary Coast Regional Council	\$300	\$320	6.7%	\$360	\$380	5.6%	\$275	\$265	-3.6%	N/A	\$360	N/A
Central Highlands Regional Council	\$265	\$300	13.2%	\$360	\$400	11.1%	\$240	N/A	N/A	\$320	\$275	-14.1%
Charters Towers Regional Council	\$250	\$250	0.0%	\$340	\$350	2.9%	N/A	N/A	N/A	N/A	N/A	N/A
Cloncurry Shire Council	\$285	\$300	5.3%	\$350	\$420	20.0%	N/A	N/A	N/A	N/A	N/A	N/A
Cook Shire Council	\$290	\$300	3.4%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Diamantina Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Douglas Shire Council	\$385	\$395	2.6%	\$490	\$420	-14.3%	\$360	\$330	-8.3%	\$463	\$460	-0.5%
Flinders Shire Council	\$195	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Fraser Coast Regional Council	\$320	\$340	6.3%	\$375	\$400	6.7%	\$305	\$310	1.6%	\$360	\$350	-2.8%
Gladstone Regional Council	\$240	\$260	8.3%	\$290	\$340	17.2%	\$160	\$215	34.4%	\$240	\$265	10.4%
Gold Coast City Council	\$500	\$497	-0.6%	\$510	\$530	3.9%	\$393	\$400	1.9%	\$450	\$465	3.3%
Goondiwindi Regional Council	\$290	\$310	6.9%	\$380	\$398	4.6%	N/A	N/A	N/A	N/A	N/A	N/A
Gympie Regional Council	\$300	\$310	3.3%	\$350	\$370	5.7%	\$300	N/A	N/A	N/A	N/A	N/A
Hinchinbrook Shire Council	\$265	\$260	-1.9%	\$280	\$270	-3.6%	N/A	N/A	N/A	N/A	N/A	N/A
Ipswich City Council	\$315	\$320	1.6%	\$370	\$380	2.7%	\$268	\$280	4.7%	\$325	\$325	0.0%
Isaac Regional Council	\$280	\$330	17.9%	\$355	\$400	12.7%	N/A	\$450	N/A	\$350	\$450	28.6%
Livingstone Shire Council	\$320	\$350	9.4%	\$350	\$400	14.3%	N/A	N/A	N/A	\$400	\$390	-2.5%
Lockyer Valley Regional Council	\$300	\$320	6.7%	\$340	\$340	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Logan City Council	\$345	\$350	1.4%	\$400	\$405	1.3%	\$280	\$285	1.8%	\$333	\$340	2.3%
Longreach Regional Council	\$243	\$255	5.2%	N/A	\$375	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Mackay Regional Council	\$360	\$370	2.8%	\$410	\$450	9.8%	\$300	\$325	8.3%	\$350	\$375	7.1%
Maranoa Regional Council	\$250	\$250	0.0%	\$330	\$350	6.1%	N/A	N/A	N/A	N/A	N/A	N/A
Mareeba Shire Council	\$330	\$340	3.0%	\$400	\$405	1.3%	N/A	N/A	N/A	N/A	N/A	N/A
Moreton Bay Regional Council	\$370	\$375	1.4%	\$430	\$435	1.2%	\$313	\$313	0.0%	\$350	\$355	1.4%
Mount Isa City Council	\$370	\$420	13.5%	\$440	\$510	15.9%	N/A	N/A	N/A	N/A	N/A	N/A
Murweh Shire Council	\$200	\$175	-12.5%	\$250	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Noosa Shire Council	\$480	\$500	4.2%	\$570	\$630	10.5%	\$473	\$498	5.3%	\$540	\$595	10.2%
North Burnett Regional Council	\$250	\$250	0.0%	\$275	\$275	0.0%	N/A	N/A	N/A	N/A	N/A	N/A
Paroo Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Quilpie Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Redland City Council	\$400	\$413	3.1%	\$488	\$500	2.6%	\$350	\$350	0.0%	\$400	\$415	3.8%
Richmond Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Rockhampton Regional Council	\$290	\$320	10.3%	\$380	\$420	10.5%	N/A	\$280	N/A	\$360	\$375	4.2%
Scenic Rim Regional Council	\$340	\$330	-2.9%	\$380	\$385	1.3%	N/A	N/A	N/A	\$305	\$310	1.6%
Somerset Regional Council	\$283	\$345	22.1%	\$325	\$330	1.5%	N/A	N/A	N/A	N/A	N/A	N/A
South Burnett Regional Council	\$255	\$270	5.9%	\$320	\$340	6.3%	N/A	N/A	N/A	N/A	N/A	N/A
Southern Downs Regional Council	\$275	\$275	0.0%	\$330	\$335	1.5%	N/A	N/A	N/A	N/A	N/A	N/A
Sunshine Coast Regional Council	\$455	\$470	3.3%	\$530	\$540	1.9%	\$380	\$405	6.6%	\$440	\$450	2.3%
Tablelands Regional Council	\$315	\$330	4.8%	\$380	\$410	7.9%	N/A	N/A	N/A	N/A	N/A	N/A
Toowoomba Regional Council	\$320	\$320	0.0%	\$390	\$400	2.6%	\$267	\$290	8.8%	\$340	\$340	0.0%
Torres Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Townsville City Council	\$320	\$330	3.1%	\$390	\$395	1.3%	\$270	\$283	4.6%	\$350	\$340	-2.9%
Weipa - part of Cook	\$650	\$610	-6.2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Western Downs Regional Council	\$240	\$250	4.2%	\$290	\$300	3.4%	N/A	\$248	N/A	\$240	\$240	0.0%
Whitsunday Regional Council	\$350	\$350	0.0%	\$430	\$420	-2.3%	\$340	\$325	-4.4%	\$400	\$410	2.5%
Winton Shire Council	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



## EMPLOYMENT MARKET

### IPSWICH



Unemployment Rate

**6.6%**



Participation Rate

**64.5%**

## EMPLOYMENT MARKET

### LOGAN - BEAUDESERT



Unemployment Rate

**7.9%**



Participation Rate

**63.5%**

## EMPLOYMENT MARKET

### MORETON BAY - NORTH



Unemployment Rate

**9.4%**



Participation Rate

**58.1%**

## EMPLOYMENT MARKET

### MORETON BAY - SOUTH



Unemployment Rate

**5.1%**



Participation Rate

**73.3%**

**"2021 will be an excellent year for Greater Brisbane real estate," said Herbst.**

## Greater Brisbane Picks Up The Pace

**There was already some confidence creeping into the greater Brisbane market at the end of 2019, but as events unfolded in February and March this year, anxiety about a downturn built.**

Looking back now, those concerns were unfounded.

As well as the Brisbane LGA, the Greater Brisbane region includes the local government areas of Ipswich, Moreton Bay, Logan and Redland where, traditionally, expectations of value gains and rental demand are lower in comparison to Brisbane City.

But in 2020, these outer government areas have come into their own.

REIQ Southern/Logan zone chair, Rebecca Herbst confirmed what the data revealed – that low listing numbers have kept prices firm.

"We just don't have enough stock to sell and that really stopped any massive decline in prices. People still want to buy, and they don't have much to choose from, so they've had to pay for what's there," said Herbst.

Herbst said this has also created expectation that 2021 will be an excellent year for Greater Brisbane real estate.

"It feels a bit like it did last November before COVID-19 hit, that we're in for a positive year ahead. So long as we don't have anything crazy happen like another pandemic, everything is tracking towards next year seeing some nice steady increases," said Herbst.

Herbst also confirmed that while the data to September was firm, it's really been throughout October and November that the market has fired up.

"At our agency, November was our biggest sale month in 14 years. It really has strengthened in the past two months."

### Regional Economy and Infrastructure Investment

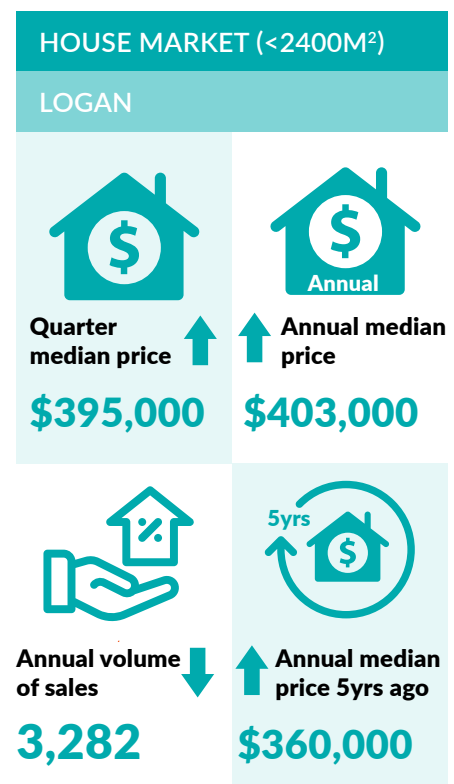
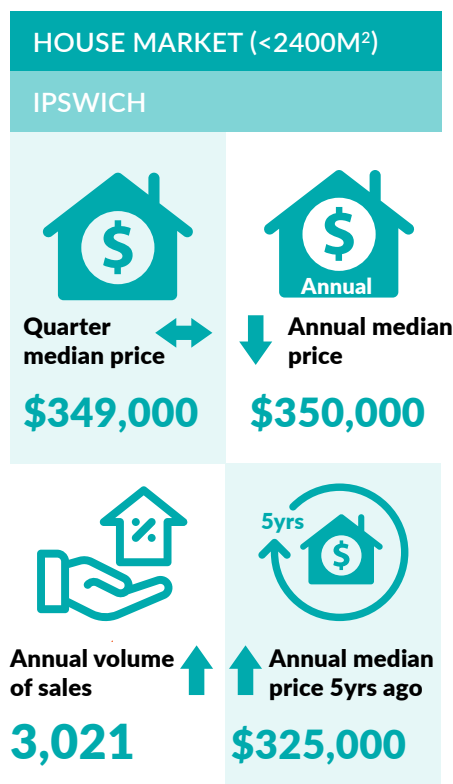
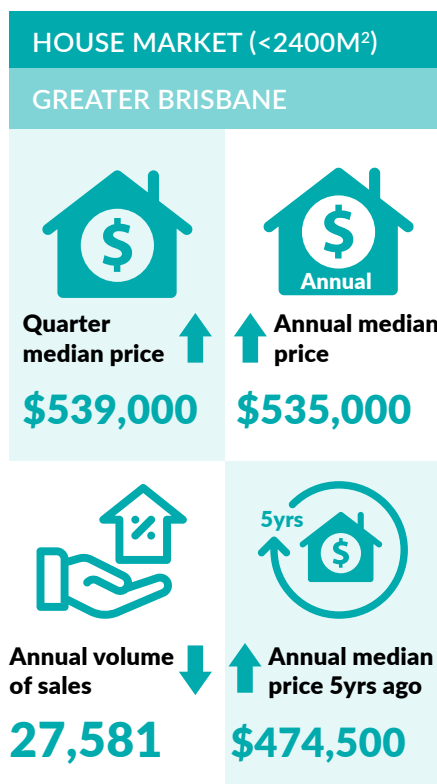
A raft of projects across Brisbane's outer LGA's are set to boost the economic prosperity of the region.

Roadworks and transport infrastructure are always big-ticket items in outer Brisbane, and the Queensland Government has announced their roads and transport budget will be \$26.9 billion across the state.

The budget includes a range of works and will incorporate spending on active transport (e.g. cycling tracks) and marine infrastructure as well.

Some of the most comprehensive spends in the budget include a \$2.1 billion commitment for Gateway Motorway and Bruce Highway upgrades in northern Brisbane, and \$1 billion for the M1 between Daisy Hill and Logan Motorway.





HOUSE MARKET (<2400M<sup>2</sup>)

## MORETON BAY

Quarter  
median price ↑

\$475,000

Annual  
median price ↑

\$460,000

Annual volume  
of sales ↓

6,031

Annual median  
price 5yrs ago ↑

\$405,000

HOUSE MARKET (<2400M<sup>2</sup>)

## REDLAND

Quarter  
median price ↑

\$549,000

Annual median  
price ↑

\$530,000

Annual volume  
of sales ↓

2,401

Annual median  
price 5yrs ago ↑

\$485,000

There are additional projects beyond transport that have been earmarked by the state government. These include a \$62 million Stage 1 expansion of Redland Hospital, a \$24.8 million redevelopment of the Ipswich Turf Club and an \$11 million package which will deliver up to 50 per cent more drinking water for suburbs north of Brisbane.

**House Market (<2400m<sup>2</sup>)**

Herbst said detached homes have been a backbone market for Greater Brisbane.

“Especially this year. Detached houses with a bit of yard for the kids and a bit more space are popular, and buyers are willing to travel out just a little bit further to get them,” said Herbst.

Housing in the Greater Brisbane region as a collective is positioned in the steady, but rising sector of the price cycle.

The Greater Brisbane region experienced a 1.9 per cent rise in annual median price across the September quarter, reaching \$535,000 across 27,581 sales.

The Brisbane LGA saw its annual median price increase by 4.4 per cent, while Logan’s was up 2.0 per cent, Moreton Bay’s rose 3.4 per cent and Redland’s increased by 1.0 per cent. The Ipswich median fell by 0.7 per cent.

Logan’s annual median price was \$403,000, Moreton Bay’s was \$460,000, Redland’s came in at \$530,000 and Ipswich was \$350,000.

In terms of price movement across the quarter, Ipswich saw no price change while Brisbane and Logan’s quarterly medians rose 1.4 and 0.8 per cent respectively. Redland’s rose by 1.0 per cent, while Moreton Bay’s increased by 1.6 per cent.

**General Activity**

For Greater Brisbane, the annual total listing volume fell a substantial 11.9 per cent for the year to September 2020, coming in at 43,296 listings.

Stock on market was substantially lower for the year dropping from 7.0 per cent in 2019, to 6.1 per cent in 2020.

The period also saw a reduction in the median days on market, with a 2020 selling time of 38 days, compared to 44 days in 2019.

Vendor discounting over the 12 months to September also fell modestly from a -3.9 per cent discount in 2019 to a -3.3 per cent discount in 2020.

Outside of the Brisbane LGA, it was Moreton Bay that saw the lowest days on market at 38, which was a reduction of six days on last year’s result.

Ipswich had the highest vendor discount at -4.0 per cent, which was 0.1 per cent greater than at the same time last year. All other jurisdictions had vendor discounts that moved between -0.3 per cent and -0.8 per cent.

Stock on market decreased across all the outer LGAs of between 0.8 per cent and 1.0 per cent.

**Unit Market**

Herbst said a slowdown in construction had seen unit supply tighten, which has resulted in firming prices.

“Even in suburbs further out – they just stopped building as many units, and developers are now land banking.

“Also, townhouses are popular because it’s a kind of ‘in between’ property. Sometimes people can’t afford a house, but they want a courtyard and maybe a small pet, so townhouses are a popular option,” said Herbst.

The Greater Brisbane region saw its annual unit and townhouse median price remain flat at \$390,000 across 8906 transactions to the end of September.

The Brisbane LGA unit market saw its annual median price rise 0.7 per cent to \$418,000 to the end of September.

The remaining LGAs saw mixed results. Ipswich’s annual median price had the most dramatic fall, recording a 21.9 per cent drop to reach \$211,000 across 207 transactions.

Logan’s units rose a modest 0.4 per cent to a median price of \$229,000, while Redland saw a solid 6.1 per cent gain to \$375,000. Moreton Bay’s attached housing fell 1.6 per cent to reach a median price of \$314,000.



## HOUSE MARKET ALL

### GREATER BRISBANE



Median days on market

**38 Days**



Median vendor discount

**-3.3%**



Stock on market

**6.1%**

## HOUSE MARKET ALL

### IPSWICH



Median days on market

**50 Days**



Median vendor discount

**-4.0%**

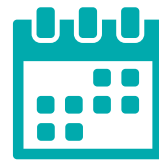


Stock on market

**7.0%**

## HOUSE MARKET ALL

### LOGAN



Median days on market

**51 Days**



Median vendor discount

**-3.4%**



Stock on market

**6.4%**

## HOUSE MARKET ALL

### MORETON BAY



Median days on market

**38 Days**



Median vendor discount

**-2.8%**

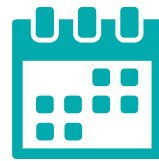


Stock on market

**6.7%**

## HOUSE MARKET ALL

### REDLAND



Median days on market

**40 Days**



Median vendor discount

**-3.7%**



Stock on market

**7.5%**

Looking at the numbers for the September 2020 quarter, Ipswich saw a substantial fall in its unit median price, down 4.1 per cent to \$195,000 across 44 transactions. Moreton Bay also saw a drop of 0.3 per cent to \$310,000. Logan and Redland experienced quarterly gains with increases of 1.8 per cent and 1.6 per cent respectively.

For Greater Brisbane over the year, listings were down a substantial 10.1 per cent while stock on market shortened 0.8 per cent.

Drilling down into the metrics and, outside of the Brisbane LGA, Ipswich saw the most dramatic fall in total unit listings – down a notable 14.0 per cent for the year.

All other jurisdiction revealed a drop in listing numbers of between 4.9 per cent and 6.5 per cent.

Stock on market across outer LGAs tightened between 0.5 and 1.0 per cent.

For the median days on market comparison for outer LGA's, Redland saw the greatest retraction, down 17 days, coming in at 56 days. All other LGAs including Brisbane, saw their days on market figure fall between six and 11 days.

Vendor discounting tightened the most in Ipswich (-3.1 per cent) although all other jurisdictions also tightened between 0.6 per cent and 1.0 per cent.





**"The outer areas are insane - they just can't get enough properties to rent. There are multiple people inspecting, and multiple applications on properties," said Herbst.**

#### **Rental Market**

Demand for rentals has been incredibly strong heading into the end of the year, according to Herbst.

"The outer areas are insane — they just can't get enough properties to rent. There are multiple people inspecting, and multiple applications on properties.

"Interestingly, I think it's that many people can now work from home and they don't need to be in the inner city, so they're happy to find cheaper rent out a bit further where there's more space," said Herbst.

The September 2020 quarter median rental yields across outer Brisbane LGAs ranged from 3.9 per cent (Redland) to 4.8 per cent (Ipswich) for houses, and 4.9 per cent (Redland) to 7.1 per cent (Ipswich) for units.

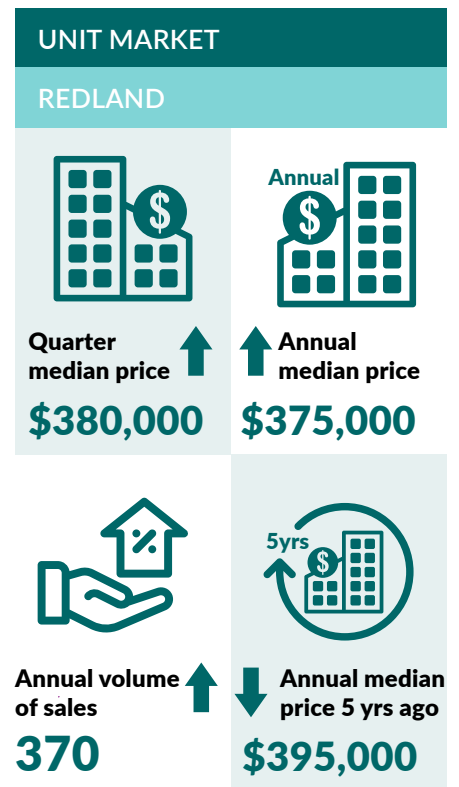
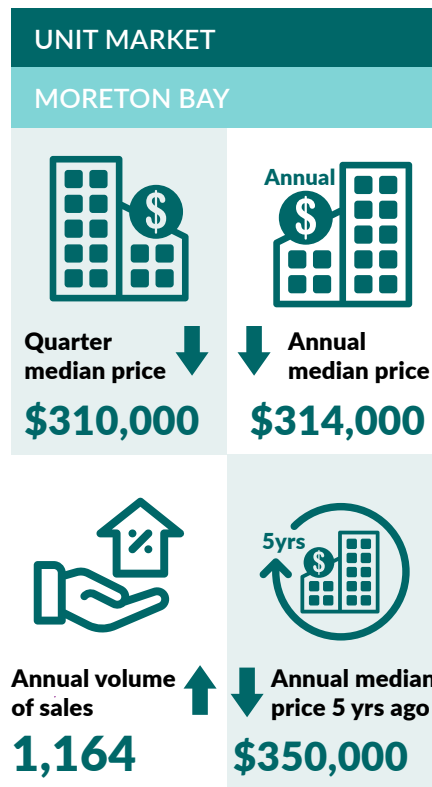
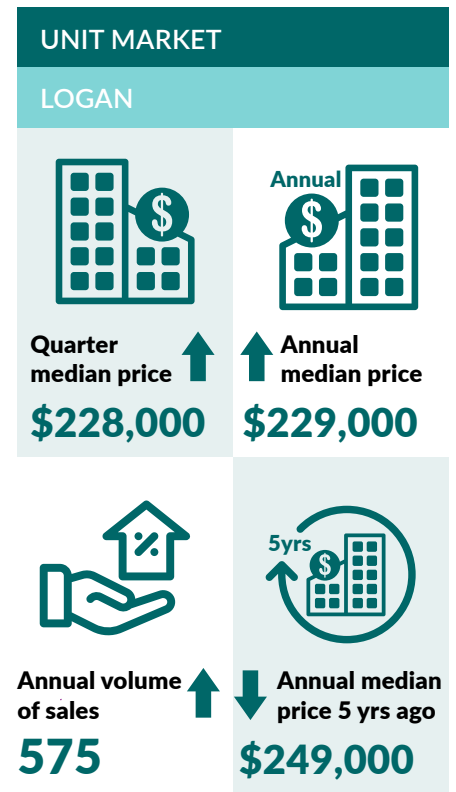
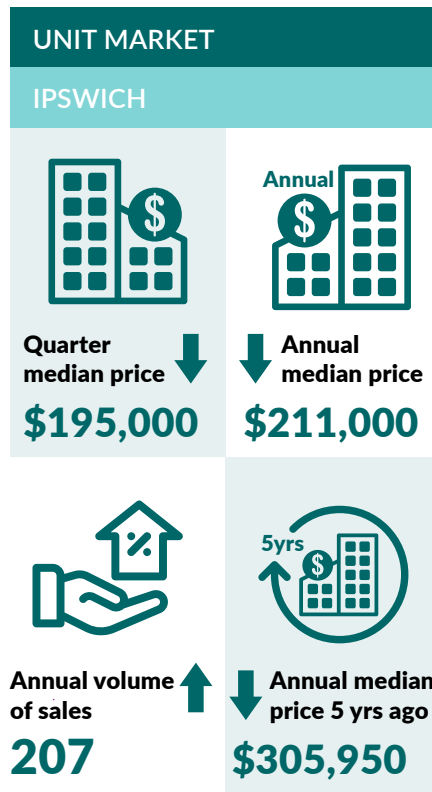
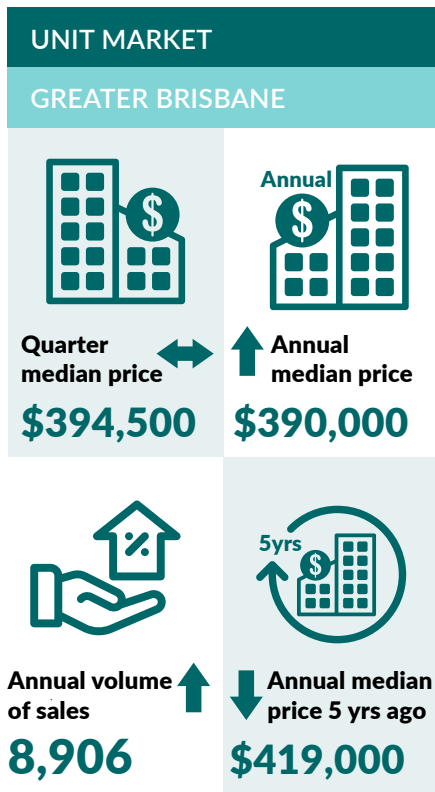
Yield movements for houses from the previous quarter were steady across all LGAs, but were more dramatic in the attached housing sector. Units in Ipswich saw a yield increase of 0.8 per cent compared to the previous quarter's figure, while the same comparison in Redland saw yields retract by 0.3 per cent.

Median annual rent for outer-Brisbane three-bedroom houses ranged from \$320 per week in Ipswich to \$413 per week in Redland. The same measure for two-bedroom units ranged from \$265 per week in Ipswich to \$358 per week in Redland.

The Greater Brisbane vacancy rate was at 2.0 per cent in the September 2020 quarter. This quarterly figure has remained between 1.7 per cent and 2.9 per cent since June 2017 which is indicative of a balanced-to-tight market.

The September quarter vacancy rate for the outer LGAs saw Moreton with the tightest result at 0.8 per cent, and Logan with the highest vacancy at 1.4 per cent. Given a balanced market sits at around 2 per cent, these figures demonstrate just how strong the demand is for rental property across greater Brisbane.

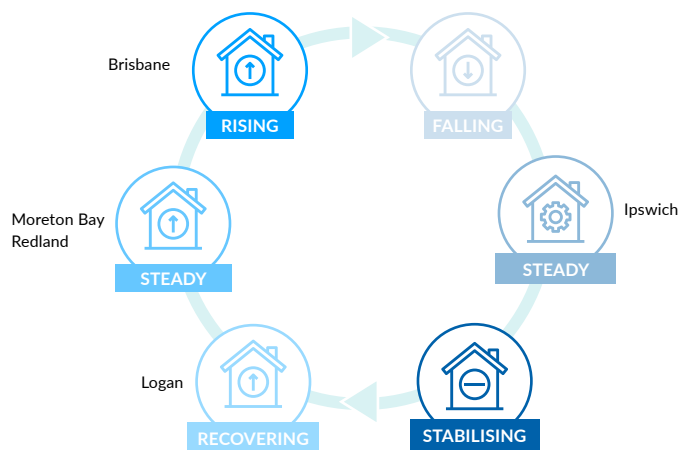






## GREATER BRISBANE HOUSE MARKETS

June Qtr 2020

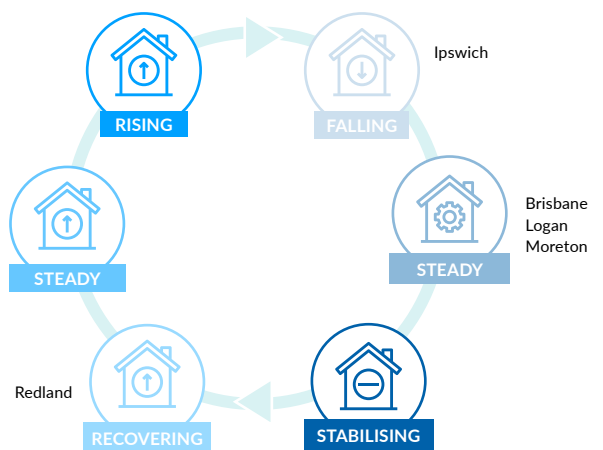


Source: REIQ

Based on the previous 4 quarters median sale price change and the annual change  
Houses < 2400 m2

## GREATER BRISBANE UNIT MARKETS

June Qtr 2020

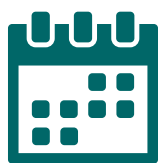


Source: REIQ

Based on the previous 4 quarters median sale price change and the annual change

## UNIT MARKET

### GREATER BRISBANE



Median days on market

**49 Days**



Median vendor discount

**-3.3%**

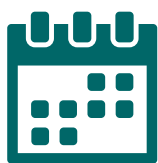


Stock on market

**5.7%**

## UNIT MARKET

### IPSWICH



Median days on market

**90 Days**



Median vendor discount

**-5.1%**

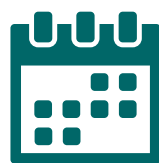


Stock on market

**5.1%**

## UNIT MARKET

### LOGAN



Median days on market

**71 Days**



Median vendor discount

**-4.5%**

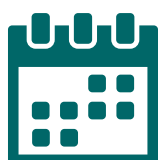


Stock on market

**6.4%**

## UNIT MARKET

### MORETON BAY



Median days on market

**70 Days**



Median vendor discount

**-3.4%**

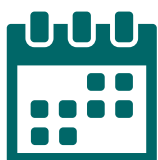


Stock on market

**7.0%**

## UNIT MARKET

### REDLAND



Median days on market

**56 Days**



Median vendor discount

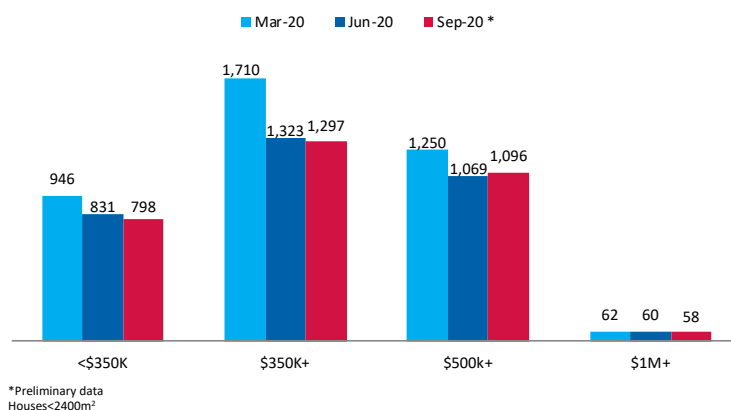
**-2.5%**



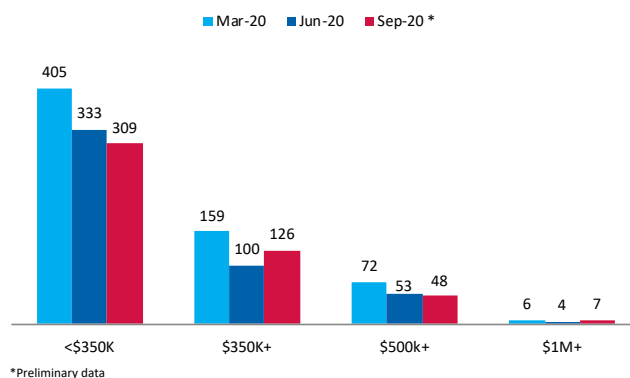
Stock on market

**7.1%**

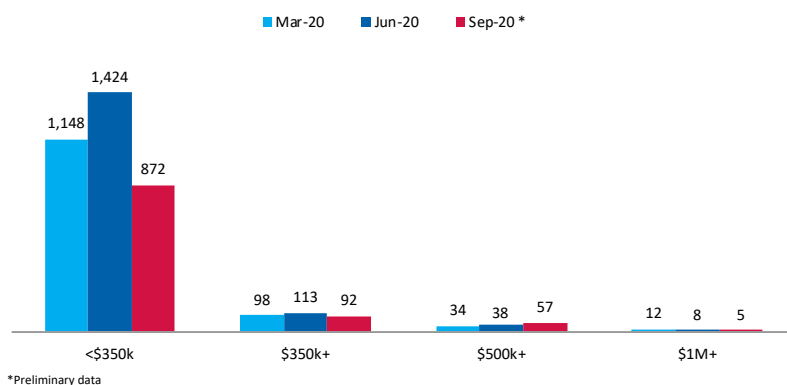
### OUTER BRISBANE HOUSE SALES



### OUTER BRISBANE UNIT SALES



### OUTER BRISBANE LAND SALES





SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GREATER BRISBANE</b>	<b>6325</b>	<b>\$539,000</b>	<b>0.7%</b>	<b>27581</b>	<b>\$535,000</b>	<b>\$525,000</b>	<b>1.9%</b>	<b>\$474,500</b>	<b>12.8%</b>
<b>GREATER BRISBANE ^</b>	<b>672</b>	<b>\$642,750</b>	<b>0.2%</b>	<b>2859</b>	<b>\$630,000</b>	<b>\$630,000</b>	<b>0.0%</b>	<b>\$548,000</b>	<b>15.0%</b>
<b>IPSWICH (LGA)</b>	<b>731</b>	<b>\$349,000</b>	<b>0.0%</b>	<b>3021</b>	<b>\$350,000</b>	<b>\$352,500</b>	<b>-0.7%</b>	<b>\$325,000</b>	<b>7.7%</b>
<b>IPSWICH (LGA) ^</b>	<b>46</b>	<b>\$600,000</b>	<b>1.4%</b>	<b>221</b>	<b>\$560,000</b>	<b>\$541,500</b>	<b>3.4%</b>	<b>\$485,000</b>	<b>15.5%</b>
AUGUSTINE HEIGHTS	29	\$529,500	6.0%	92	\$530,000	\$500,000	6.0%	\$507,500	4.4%
BELLBIRD PARK	25	\$385,000	-1.3%	94	\$380,000	\$375,000	1.3%	\$327,500	16.0%
BOOVAL	11	N/A	N/A	36	\$291,000	\$332,500	-12.5%	\$279,500	4.1%
BRASSALL	35	\$332,500	0.0%	159	\$340,000	\$330,000	3.0%	\$322,500	5.4%
BROOKWATER	11	N/A	N/A	58	\$784,500	\$760,000	3.2%	N/A	N/A
BUNDAMBA	22	\$310,000	1.2%	88	\$298,500	\$310,000	-3.7%	\$280,000	6.6%
CAMIRA	13	N/A	N/A	78	\$420,000	\$420,000	0.0%	\$350,000	20.0%
CHURCHILL	2	N/A	N/A	27	\$265,000	\$277,500	-4.5%	\$243,000	9.1%
COLLINGWOOD PARK	28	\$329,500	1.0%	140	\$347,500	\$332,500	4.5%	\$315,000	10.3%
DEEBING HEIGHTS	10	N/A	N/A	58	\$430,000	\$415,000	3.6%	\$380,000	13.2%
EAST IPSWICH	14	N/A	N/A	55	\$282,500	\$292,000	-3.3%	\$270,000	4.6%
EASTERN HEIGHTS	20	\$276,000	2.8%	72	\$330,000	\$330,000	0.0%	\$265,000	24.5%
FLINDERS VIEW	20	\$342,500	-3.9%	87	\$358,000	\$380,000	-5.8%	\$350,000	2.3%
GAILES	0	N/A	N/A	20	\$244,000	\$247,500	-1.4%	\$236,250	3.3%
GOODNA	32	\$267,500	-2.5%	114	\$285,000	\$290,000	-1.7%	\$289,000	-1.4%
IPSWICH	15	N/A	N/A	42	\$374,000	\$370,000	1.1%	\$335,250	11.6%
KARALEE ^	9	N/A	N/A	44	\$578,750	\$620,000	-6.7%	\$522,500	10.8%
LEICHHARDT	20	\$231,000	-6.1%	67	\$230,000	\$253,000	-9.1%	\$220,000	4.5%
NEWTOWN	8	N/A	N/A	36	\$343,500	\$340,000	1.0%	\$325,000	5.7%
NORTH BOOVAL	15	N/A	N/A	33	\$279,450	\$260,000	7.5%	\$277,000	0.9%
NORTH IPSWICH	18	N/A	N/A	78	\$295,000	\$308,750	-4.5%	\$269,500	9.5%
ONE MILE	8	N/A	N/A	36	\$242,778	\$270,250	-10.2%	\$245,000	-0.9%
RACEVIEW	44	\$344,500	2.2%	191	\$325,000	\$320,000	1.6%	\$307,500	5.7%
REDBANK	8	N/A	N/A	25	\$330,000	\$320,000	3.1%	\$297,500	10.9%
REDBANK PLAINS	72	\$316,500	-0.2%	269	\$319,500	\$325,000	-1.7%	\$312,500	2.2%
RIPLEY	16	N/A	N/A	63	\$401,000	\$397,400	0.9%	\$339,000	18.3%
RIVERVIEW	11	N/A	N/A	32	\$240,000	\$240,000	0.0%	\$230,000	4.3%
ROSEWOOD	9	N/A	N/A	43	\$285,000	\$292,500	-2.6%	\$274,750	3.7%
SADLIERS CROSSING	7	N/A	N/A	26	\$357,500	\$328,750	8.7%	\$320,000	11.7%
SILKSTONE	27	\$335,000	2.3%	72	\$309,500	\$309,500	0.0%	\$275,000	12.5%
SOUTH RIPLEY	13	N/A	N/A	51	\$460,000	\$446,250	3.1%	\$464,500	-1.0%
SPRINGFIELD	17	N/A	N/A	98	\$435,500	\$429,500	1.4%	\$390,039	11.7%
SPRINGFIELD LAKES	63	\$452,500	2.1%	298	\$429,000	\$423,400	1.3%	\$415,000	3.4%
TIVOLI	10	N/A	N/A	34	\$295,000	\$270,000	9.3%	\$247,500	19.2%
WOODEND	6	N/A	N/A	25	\$370,000	\$387,500	-4.5%	\$280,001	32.1%
YAMANTO	14	N/A	N/A	79	\$375,000	\$392,000	-4.3%	\$415,000	-9.6%
<b>LOGAN (LGA)</b>	<b>772</b>	<b>\$395,000</b>	<b>0.8%</b>	<b>3282</b>	<b>\$403,000</b>	<b>\$395,000</b>	<b>2.0%</b>	<b>\$360,000</b>	<b>11.9%</b>
<b>LOGAN (LGA) ^</b>	<b>171</b>	<b>\$623,750</b>	<b>-0.1%</b>	<b>698</b>	<b>\$617,000</b>	<b>\$620,000</b>	<b>-0.5%</b>	<b>\$530,000</b>	<b>16.4%</b>
BAHRS SCRUB	10	N/A	N/A	69	\$445,000	\$435,000	2.3%	\$402,500	10.6%
BEENLEIGH	26	\$312,500	-1.5%	93	\$328,500	\$333,750	-1.6%	\$303,000	8.4%
BERRINBA	11	N/A	N/A	35	\$440,000	\$435,000	1.1%	\$415,750	5.8%
BETHANIA	15	N/A	N/A	50	\$357,500	\$352,000	1.6%	\$309,500	15.5%
BORONIA HEIGHTS	22	\$363,000	1.4%	93	\$355,000	\$342,000	3.8%	\$315,500	12.5%
BROWNS PLAINS	23	\$342,000	0.0%	72	\$335,000	\$368,000	-9.0%	\$320,000	4.7%
CEDAR GROVE ^	8	N/A	N/A	26	\$500,000	\$494,000	1.2%	\$425,000	17.6%
CEDAR VALE ^	6	N/A	N/A	34	\$542,500	\$497,500	9.0%	\$460,000	17.9%
CORNUBIA ^	4	N/A	N/A	27	\$822,500	\$950,000	-13.4%	\$754,500	9.0%
CORNUBIA	21	\$595,500	2.2%	96	\$592,750	\$560,000	5.8%	\$498,000	19.0%
CRESTMead	42	\$342,500	0.9%	154	\$328,000	\$325,000	0.9%	\$305,000	7.5%
DAISY HILL	12	N/A	N/A	80	\$513,000	\$476,000	7.8%	\$453,000	13.2%
EAGLEBY	34	\$293,750	-0.3%	120	\$298,250	\$305,000	-2.2%	\$270,000	10.5%
EDENS LANDING	13	N/A	N/A	73	\$397,500	\$389,000	2.2%	\$335,000	18.7%

SALES MARKET - HOUSES <2400m<sup>2</sup> (CONT'D)

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FLAGSTONE	13	N/A	N/A	62	\$411,950	\$395,000	4.3%	\$390,000	5.6%
FLAGSTONE ^	5	N/A	N/A	28	\$500,000	\$522,000	-4.2%	\$455,000	9.9%
FORESTDALE ^	9	N/A	N/A	36	\$824,444	\$751,000	9.8%	\$728,000	13.2%
GREENBANK ^	17	N/A	N/A	72	\$630,000	\$625,000	0.8%	\$532,000	18.4%
HERITAGE PARK	15	N/A	N/A	68	\$451,500	\$445,000	1.5%	\$418,250	7.9%
HILLCREST	18	N/A	N/A	57	\$382,500	\$370,000	3.4%	\$335,000	14.2%
HOLMVIEW	13	N/A	N/A	52	\$368,500	\$377,500	-2.4%	\$371,000	-0.7%
JIMBOOMBA ^	22	\$600,000	0.0%	93	\$600,000	\$580,000	3.4%	\$465,000	29.0%
KINGSTON	25	\$273,000	-2.7%	115	\$287,000	\$292,000	-1.7%	\$285,000	0.7%
LOGAN CENTRAL	18	N/A	N/A	56	\$282,850	\$285,000	-0.8%	\$290,000	-2.5%
LOGAN RESERVE	7	N/A	N/A	65	\$390,000	\$405,000	-3.7%	\$379,000	2.9%
LOGAN VILLAGE	4	N/A	N/A	21	\$585,000	\$610,000	-4.1%	N/A	N/A
LOGAN VILLAGE ^	9	N/A	N/A	38	\$628,500	\$630,000	-0.2%	\$496,000	26.7%
LOGANHOLME	23	\$450,000	4.5%	98	\$419,000	\$383,000	9.4%	\$380,000	10.3%
LOGANLEA	15	N/A	N/A	72	\$349,000	\$373,500	-6.6%	\$340,000	2.6%
MARSDEN	41	\$359,250	0.0%	160	\$365,000	\$375,000	-2.7%	\$333,000	9.6%
MEADOWBROOK	7	N/A	N/A	34	\$440,000	\$425,000	3.5%	\$388,000	13.4%
MOUNT WARREN PARK	16	N/A	N/A	79	\$395,000	\$405,000	-2.5%	\$338,000	16.9%
MUNRUBEN ^	5	N/A	N/A	24	\$583,750	\$600,000	-2.7%	\$520,000	12.3%
NEW BEITH ^	16	N/A	N/A	56	\$634,500	\$635,000	-0.1%	\$551,000	15.2%
PARK RIDGE	16	N/A	N/A	107	\$454,500	\$453,000	0.3%	N/A	N/A
REGENTS PARK	48	\$417,600	0.2%	174	\$416,000	\$405,000	2.7%	\$360,000	15.6%
ROCHEDALE SOUTH	41	\$538,750	1.6%	185	\$530,000	\$511,900	3.5%	\$455,000	16.5%
SHAILER PARK	54	\$595,000	2.7%	176	\$587,000	\$555,000	5.8%	\$511,250	14.8%
SLACKS CREEK	18	N/A	N/A	80	\$333,000	\$331,000	0.6%	\$317,500	4.9%
SPRINGWOOD	21	\$531,000	1.1%	94	\$522,500	\$525,000	-0.5%	\$450,000	16.1%
TANAH MERAH	11	N/A	N/A	62	\$470,000	\$446,000	5.4%	\$414,000	13.5%
UNDERWOOD	19	N/A	N/A	78	\$585,000	\$550,000	6.4%	\$500,000	17.0%
WATERFORD	16	N/A	N/A	82	\$390,000	\$375,000	4.0%	\$392,000	-0.5%
WATERFORD WEST	14	N/A	N/A	49	\$337,000	\$345,000	-2.3%	\$313,000	7.7%
WINDAROO	11	N/A	N/A	52	\$470,000	\$520,000	-9.6%	\$422,500	11.2%
WOODRIDGE	25	\$277,250	0.0%	88	\$280,000	\$285,000	-1.8%	\$282,000	-0.7%
YARRABILBA	28	\$392,750	-0.5%	125	\$380,000	\$389,900	-2.5%	\$381,900	-0.5%
<b>MORETON BAY (LGA)</b>	<b>1348</b>	<b>\$475,000</b>	<b>1.6%</b>	<b>6031</b>	<b>\$460,000</b>	<b>\$445,000</b>	<b>3.4%</b>	<b>\$405,000</b>	<b>13.6%</b>
<b>MORETON BAY (LGA) ^</b>	<b>207</b>	<b>\$740,000</b>	<b>0.7%</b>	<b>892</b>	<b>\$725,000</b>	<b>\$675,000</b>	<b>7.4%</b>	<b>\$600,000</b>	<b>20.8%</b>
ALBANY CREEK	47	\$631,101	0.2%	221	\$621,000	\$615,000	1.0%	\$547,500	13.4%
ARANA HILLS	17	N/A	N/A	91	\$575,000	\$548,500	4.8%	\$500,000	15.0%
BANKSIA BEACH	38	\$655,000	0.4%	173	\$580,000	\$580,000	0.0%	\$510,000	13.7%
BEACHMERE	22	\$395,000	7.3%	70	\$395,000	\$369,000	7.0%	\$320,000	23.4%
BELLARA	16	N/A	N/A	58	\$410,000	\$385,000	6.5%	\$330,000	24.2%
BELLMERE	21	\$380,000	0.8%	115	\$358,000	\$350,000	2.3%	\$337,000	6.2%
BONGAREE	32	\$459,500	-0.4%	131	\$483,000	\$457,500	5.6%	\$397,450	21.5%
BRAY PARK	28	\$447,500	0.6%	126	\$442,500	\$444,500	-0.4%	\$384,200	15.2%
BURPENGARY	30	\$437,000	-0.1%	151	\$434,500	\$429,000	1.3%	\$385,000	12.9%
BURPENGARY ^	11	N/A	N/A	51	\$630,000	\$613,125	2.8%	\$550,000	14.5%
BURPENGARY EAST	23	\$509,750	2.2%	71	\$487,750	\$499,525	-2.4%	\$412,000	18.4%
BURPENGARY EAST ^	11	N/A	N/A	56	\$650,000	\$665,000	-2.3%	\$532,500	22.1%
CABOOLTURE	79	\$340,950	0.6%	346	\$337,000	\$335,000	0.6%	\$297,000	13.5%
CABOOLTURE ^	16	N/A	N/A	71	\$635,000	\$587,000	8.2%	\$500,000	27.0%
CABOOLTURE SOUTH	22	\$290,000	0.2%	101	\$316,000	\$297,500	6.2%	\$266,000	18.8%
CASHMERE	9	N/A	N/A	39	\$720,000	\$752,500	-4.3%	\$665,000	8.3%
CASHMERE ^	6	N/A	N/A	24	\$852,500	\$795,000	7.2%	\$715,000	19.2%
CLONTARF	28	\$469,000	0.9%	141	\$458,000	\$450,000	1.8%	\$395,000	15.9%
DAKABIN	11	N/A	N/A	41	\$455,000	\$430,000	5.8%	\$450,000	1.1%
DAYBORO	5	N/A	N/A	20	\$513,500	\$512,495	0.2%	\$395,000	30.0%
DECEPTION BAY	70	\$361,000	-0.1%	300	\$357,250	\$360,000	-0.8%	\$320,000	11.6%
EATONS HILL	23	\$608,750	2.8%	100	\$637,500	\$585,000	9.0%	\$540,500	17.9%
ELIMBAH ^	11	N/A	N/A	50	\$610,000	\$579,000	5.4%	\$499,000	22.2%



SALES MARKET - HOUSES <2400m <sup>2</sup> (CONT'D)										
SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
EVERTON HILLS	21	\$590,000	0.1%	97	\$590,000	\$570,000	3.5%	\$518,000	13.9%	
FERNY HILLS	29	\$598,000	0.2%	121	\$586,000	\$567,500	3.3%	\$490,000	19.6%	
GRIFFIN	36	\$468,750	0.0%	137	\$460,000	\$471,000	-2.3%	\$437,000	5.3%	
HIGHVALE ^	11	N/A	N/A	35	\$1,037,500	\$962,500	7.8%	\$880,000	17.9%	
JOYNER	6	N/A	N/A	36	\$562,500	\$520,000	8.2%	\$552,500	1.8%	
KALLANGUR	65	\$395,000	0.0%	317	\$395,000	\$392,750	0.6%	\$356,000	11.0%	
KIPPA-RING	20	\$437,000	1.7%	100	\$437,500	\$420,000	4.2%	\$377,000	16.0%	
LAWINTON	17	N/A	N/A	71	\$419,000	\$410,500	2.1%	\$360,000	16.4%	
MANGO HILL	48	\$538,000	0.4%	168	\$527,000	\$520,000	1.3%	\$458,000	15.1%	
MARGATE	28	\$470,000	4.1%	132	\$470,000	\$451,500	4.1%	\$413,000	13.8%	
MORAYFIELD	55	\$369,000	1.0%	285	\$350,000	\$345,000	1.4%	\$329,900	6.1%	
MORAYFIELD ^	17	N/A	N/A	67	\$630,000	\$639,000	-1.4%	\$549,250	14.7%	
MURRUMBA DOWNS	45	\$552,500	2.0%	139	\$530,500	\$517,500	2.5%	\$484,000	9.6%	
NARANGBA	66	\$493,000	1.0%	296	\$495,000	\$478,000	3.6%	\$440,000	12.5%	
NEWPORT	29	\$616,900	-8.3%	127	\$715,000	\$760,000	-5.9%	\$794,500	-10.0%	
NINGI	19	N/A	N/A	71	\$380,000	\$378,500	0.4%	\$370,000	2.7%	
NINGI ^	12	N/A	N/A	47	\$618,500	\$610,000	1.4%	\$520,000	18.9%	
NORTH LAKES	89	\$507,000	0.0%	407	\$490,000	\$485,000	1.0%	\$452,500	8.3%	
PETRIE	30	\$471,500	2.2%	130	\$450,000	\$445,000	1.1%	\$395,000	13.9%	
REDCLIFFE	23	\$440,000	0.2%	111	\$439,000	\$440,000	-0.2%	\$389,000	12.9%	
ROTHWELL	19	N/A	N/A	114	\$420,000	\$420,000	0.0%	\$397,000	5.8%	
SAMFORD VALLEY ^	10	N/A	N/A	43	\$1,187,500	\$927,500	28.0%	\$874,000	35.9%	
SANDSTONE POINT	18	N/A	N/A	63	\$460,000	\$450,000	2.2%	\$383,750	19.9%	
SCARBOROUGH	37	\$593,750	0.6%	144	\$576,000	\$561,500	2.6%	\$467,500	23.2%	
STRATHPINE	33	\$468,750	1.4%	202	\$446,200	\$442,500	0.8%	\$355,000	25.7%	
TOORBUL	2	N/A	N/A	21	\$360,000	\$340,000	5.9%	\$275,000	30.9%	
UPPER CABOOLTURE	13	N/A	N/A	48	\$378,500	\$382,500	-1.0%	\$335,000	13.0%	
UPPER CABOOLTURE ^	8	N/A	N/A	33	\$625,000	\$599,000	4.3%	\$528,875	18.2%	
WAMURAN ^	4	N/A	N/A	35	\$680,000	\$600,000	13.3%	\$551,000	23.4%	
WARNER	38	\$545,000	0.0%	196	\$530,000	\$515,000	2.9%	\$485,000	9.3%	
WOODFORD	7	N/A	N/A	22	\$338,000	\$342,000	-1.2%	\$311,250	8.6%	
WOODY POINT	11	N/A	N/A	65	\$520,000	\$501,000	3.8%	\$440,000	18.2%	
WOORIM	3	N/A	N/A	36	\$490,000	\$535,000	-8.4%	\$420,000	16.7%	
<b>REDLAND (LGA)</b>	<b>579</b>	<b>\$549,000</b>	<b>1.0%</b>	<b>2401</b>	<b>\$530,000</b>	<b>\$525,000</b>	<b>1.0%</b>	<b>\$485,000</b>	<b>9.3%</b>	
<b>REDLAND (LGA) ^</b>	<b>28</b>	<b>\$952,500</b>	<b>-5.0%</b>	<b>104</b>	<b>\$950,000</b>	<b>\$1,000,000</b>	<b>-5.0%</b>	<b>\$850,000</b>	<b>11.8%</b>	
ALEXANDRA HILLS	47	\$495,000	-0.5%	236	\$465,000	\$460,000	1.1%	\$420,000	10.7%	
BIRKDALE	59	\$580,000	1.5%	202	\$578,750	\$560,000	3.3%	\$500,000	15.8%	
CAPALABA	49	\$509,500	3.7%	188	\$492,500	\$471,515	4.5%	\$435,500	13.1%	
CAPALABA ^	6	N/A	N/A	29	\$1,013,000	\$990,000	2.3%	\$832,500	21.7%	
CLEVELAND	52	\$741,000	1.5%	221	\$625,000	\$584,500	6.9%	\$560,000	11.6%	
COOCHIEMUDLO ISLAND	8	N/A	N/A	34	\$337,500	\$295,000	14.4%	\$327,500	3.1%	
MACLEAY ISLAND	28	\$238,000	-2.2%	111	\$225,000	\$230,000	-2.2%	\$231,500	-2.8%	
MOUNT COTTON	25	\$550,000	1.9%	99	\$540,000	\$530,000	1.9%	\$480,000	12.5%	
ORMISTON	22	\$850,000	9.2%	111	\$740,000	\$721,500	2.6%	\$667,000	10.9%	
POINT LOOKOUT	13	N/A	N/A	27	\$860,000	\$967,500	-11.1%	\$730,000	17.8%	
REDLAND BAY	82	\$559,000	1.4%	320	\$557,500	\$545,000	2.3%	\$510,000	9.3%	
RUSSELL ISLAND	33	\$208,000	1.6%	152	\$201,500	\$194,000	3.9%	\$170,000	18.5%	
THORNESIDE	11	N/A	N/A	50	\$560,000	\$540,000	3.7%	\$485,000	15.5%	
THORNLANDS	54	\$565,000	0.0%	237	\$570,000	\$585,000	-2.6%	\$540,000	5.6%	
VICTORIA POINT	49	\$590,000	1.0%	196	\$530,000	\$519,000	2.1%	\$496,000	6.9%	
WELLINGTON POINT	38	\$637,750	-3.1%	187	\$630,000	\$635,000	-0.8%	\$572,500	10.0%	
<b>SURROUNDS</b>										
<b>LOCKYER VALLEY (LGA)</b>	<b>44</b>	<b>\$242,000</b>	<b>-1.2%</b>	<b>212</b>	<b>\$250,000</b>	<b>\$250,500</b>	<b>-0.2%</b>	<b>\$245,100</b>	<b>2.0%</b>	
<b>LOCKYER VALLEY (LGA) ^</b>	<b>96</b>	<b>\$425,000</b>	<b>2.3%</b>	<b>371</b>	<b>\$396,000</b>	<b>\$395,000</b>	<b>0.3%</b>	<b>\$360,000</b>	<b>10.0%</b>	
GATTON	16	N/A	N/A	87	\$262,500	\$260,000	1.0%	\$255,000	2.9%	
KENSINGTON GROVE ^	9	N/A	N/A	34	\$462,000	\$450,000	2.7%	\$370,000	24.9%	

SALES MARKET - HOUSES <2400m <sup>2</sup> (CONT'D)										
SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
<b>SURROUNDS</b>										
LAIDLAY	21	\$237,100	-1.2%	77	\$237,100	\$237,500	-0.2%	\$213,400	11.1%	
LAIDLAY HEIGHTS ^	6	N/A	N/A	20	\$329,000	\$335,000	-1.8%	\$307,000	7.2%	
REGENCY DOWNS ^	12	N/A	N/A	54	\$355,000	\$372,500	-4.7%	\$296,500	19.7%	
<b>SCENIC RIM (LGA)</b>	<b>88</b>	<b>\$375,000</b>	<b>0.0%</b>	<b>378</b>	<b>\$410,000</b>	<b>\$400,000</b>	<b>2.5%</b>	<b>\$372,500</b>	<b>10.1%</b>	
<b>SCENIC RIM (LGA) ^</b>	<b>75</b>	<b>\$645,000</b>	<b>-0.7%</b>	<b>298</b>	<b>\$585,000</b>	<b>\$600,000</b>	<b>-2.5%</b>	<b>\$520,000</b>	<b>12.5%</b>	
BEAUDESERT	30	\$355,000	1.8%	125	\$336,000	\$340,000	-1.2%	\$335,000	0.3%	
BOONAH	12	N/A	N/A	45	\$317,500	\$322,500	-1.6%	\$275,000	15.5%	
KOORALBYN ^	7	N/A	N/A	37	\$370,000	\$354,000	4.5%	\$329,000	12.5%	
TAMBORINE ^	18	N/A	N/A	54	\$720,000	\$640,000	12.5%	\$527,000	36.6%	
TAMBORINE MOUNTAIN	27	\$552,500	0.5%	142	\$537,500	\$525,000	2.4%	\$440,000	22.2%	
TAMBORINE MOUNTAIN ^	10	N/A	N/A	41	\$869,000	\$835,000	4.1%	\$740,000	17.4%	
<b>SOMERSET (LGA)</b>	<b>68</b>	<b>\$270,000</b>	<b>3.2%</b>	<b>215</b>	<b>\$260,000</b>	<b>\$252,750</b>	<b>2.9%</b>	<b>\$252,500</b>	<b>3.0%</b>	
<b>SOMERSET (LGA) ^</b>	<b>45</b>	<b>\$447,500</b>	<b>1.6%</b>	<b>207</b>	<b>\$415,000</b>	<b>\$428,250</b>	<b>-3.1%</b>	<b>\$380,000</b>	<b>9.2%</b>	
ESK	7	N/A	N/A	21	\$257,500	\$246,000	4.7%	\$227,000	13.4%	
FERNVALE	12	N/A	N/A	40	\$345,000	\$335,000	3.0%	\$335,500	2.8%	
FERNVALE ^	10	N/A	N/A	26	\$406,000	\$420,000	-3.3%	\$391,000	3.8%	
KILCOY	7	N/A	N/A	34	\$288,750	\$259,000	11.5%	\$230,000	25.5%	
LOWOOD	16	N/A	N/A	58	\$226,000	\$235,000	-3.8%	\$250,000	-9.6%	
TOOGLOOLAWAH	9	N/A	N/A	25	\$250,550	\$243,500	2.9%	\$178,000	40.8%	

SALES MARKET - UNITS & TOWNHOUSES										
SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE	
<b>GREATER BRISBANE</b>										
	<b>2094</b>	<b>\$394,500</b>	<b>0.0%</b>	<b>8906</b>	<b>\$390,000</b>	<b>\$390,000</b>	<b>0.0%</b>	<b>\$419,000</b>	<b>-6.9%</b>	
<b>IPSWICH (LGA)</b>	<b>44</b>	<b>\$195,000</b>	<b>-4.1%</b>	<b>207</b>	<b>\$211,000</b>	<b>\$270,000</b>	<b>-21.9%</b>	<b>\$305,950</b>	<b>-31.0%</b>	
BRASSALL	7	N/A	N/A	24	\$237,500	\$262,500	-9.5%	\$250,000	-5.0%	
REDBANK PLAINS	4	N/A	N/A	20	\$196,000	\$335,000	-41.5%	\$227,000	-13.7%	
<b>LOGAN (LGA)</b>	<b>141</b>	<b>\$228,000</b>	<b>1.8%</b>	<b>575</b>	<b>\$229,000</b>	<b>\$228,000</b>	<b>0.4%</b>	<b>\$249,000</b>	<b>-8.0%</b>	
BEENLEIGH	4	N/A	N/A	38	\$195,000	\$195,000	0.0%	\$190,000	2.6%	
BROWNS PLAINS	8	N/A	N/A	24	\$245,000	\$269,950	-9.2%	\$339,900	-27.9%	
EAGLEBY	16	N/A	N/A	56	\$220,500	\$218,500	0.9%	\$210,000	5.0%	
LOGAN CENTRAL	5	N/A	N/A	31	\$170,000	\$154,000	10.4%	\$186,500	-8.8%	
LOGANLEA	6	N/A	N/A	29	\$223,000	\$230,000	-3.0%	\$235,000	-5.1%	
MARSDEN	5	N/A	N/A	26	\$240,000	\$238,000	0.8%	\$331,000	-27.5%	
MOUNT WARREN PARK	7	N/A	N/A	23	\$208,000	\$230,000	-9.6%	\$215,000	-3.3%	
SHAILER PARK	8	N/A	N/A	20	\$286,250	\$288,750	-0.9%	\$275,000	4.1%	
SLACKS CREEK	5	N/A	N/A	20	\$188,500	\$192,250	-2.0%	\$215,000	-12.3%	
SPRINGWOOD	15	N/A	N/A	50	\$267,500	\$275,350	-2.9%	\$277,500	-3.6%	
UNDERWOOD	3	N/A	N/A	22	\$376,000	\$343,000	9.6%	\$368,000	2.2%	
WATERFORD WEST	5	N/A	N/A	22	\$182,000	\$182,000	0.0%	\$205,000	-11.2%	
WOODRIDGE	18	N/A	N/A	58	\$166,000	\$165,000	0.6%	\$190,000	-12.6%	



## SALES MARKET - UNITS &amp; TOWNHOUSES (CONT'D)

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MORETON BAY (LGA)	265	\$310,000	-0.3%	1164	\$314,000	\$319,000	-1.6%	\$350,000	-10.3%
ALBANY CREEK	5	N/A	N/A	22	\$419,000	\$392,500	6.8%	\$417,000	0.5%
BELLARA	8	N/A	N/A	34	\$351,250	\$309,000	13.7%	\$270,000	30.1%
BONGAREE	22	\$365,000	4.5%	67	\$345,000	\$315,000	9.5%	\$310,000	11.3%
BRENDALE	15	N/A	N/A	66	\$268,500	\$270,000	-0.6%	\$269,150	-0.2%
BURPENGARY	10	N/A	N/A	32	\$264,750	\$255,000	3.8%	\$319,500	-17.1%
CABOOLTURE	18	N/A	N/A	60	\$175,000	\$175,250	-0.1%	\$188,225	-7.0%
CLONTARF	3	N/A	N/A	31	\$338,000	\$320,000	5.6%	\$391,250	-13.6%
DECEPTION BAY	11	N/A	N/A	53	\$248,500	\$245,000	1.4%	\$240,000	3.5%
KALLANGUR	7	N/A	N/A	46	\$282,800	\$290,000	-2.5%	\$322,500	-12.3%
KIPPA-RING	17	N/A	N/A	60	\$250,000	\$270,000	-7.4%	\$277,500	-9.9%
MANGO HILL	4	N/A	N/A	36	\$312,500	\$384,750	-18.8%	\$365,000	-14.4%
MARGATE	5	N/A	N/A	33	\$390,000	\$407,000	-4.2%	\$367,500	6.1%
MORAYFIELD	3	N/A	N/A	33	\$227,500	\$222,500	2.2%	\$275,000	-17.3%
MURRUMBA DOWNS	6	N/A	N/A	25	\$265,000	\$275,000	-3.6%	\$340,000	-22.1%
NORTH LAKES	5	N/A	N/A	39	\$354,000	\$367,000	-3.5%	\$372,000	-4.8%
REDCLIFFE	30	\$395,000	4.0%	133	\$390,000	\$364,000	7.1%	\$395,000	-1.3%
SANDSTONE POINT	6	N/A	N/A	20	\$365,000	\$370,000	-1.4%	\$365,000	0.0%
SCARBOROUGH	26	\$515,000	8.1%	85	\$485,000	\$450,000	7.8%	\$435,000	11.5%
STRATHPINE	6	N/A	N/A	29	\$256,500	\$272,750	-6.0%	\$263,000	-2.5%
WOODY POINT	15	N/A	N/A	54	\$385,000	\$400,000	-3.8%	\$366,376	5.1%
WOORIM	10	N/A	N/A	30	\$405,500	\$422,500	-4.0%	\$349,750	15.9%
REDLAND (LGA)	100	\$380,000	1.6%	370	\$375,000	\$353,500	6.1%	\$395,000	-5.1%
CAPALABA	14	N/A	N/A	70	\$332,500	\$302,250	10.0%	\$398,000	-16.5%
CLEVELAND	35	\$439,250	2.1%	127	\$420,000	\$390,000	7.7%	\$420,000	0.0%
ORMISTON	7	N/A	N/A	28	\$353,000	\$341,250	3.4%	\$372,000	-5.1%
POINT LOOKOUT	12	N/A	N/A	36	\$455,000	\$375,000	21.3%	\$380,000	19.7%
THORNESIDE	7	N/A	N/A	22	\$308,000	\$316,000	-2.5%	\$325,000	-5.2%
WELLINGTON POINT	9	N/A	N/A	22	\$460,000	\$430,000	7.0%	\$454,900	1.1%

## SURROUNDS

SCENIC RIM (LGA)	5	N/A	N/A	30	\$265,000	\$232,000	14.2%	\$245,000	8.2%
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SALES MARKET - VACANT LAND <2400m<sup>2</sup>

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GREATER BRISBANE	1175	\$229,000	-1.2%	6274	\$237,000	\$239,825	-1.2%	\$218,000	8.7%
GREATER BRISBANE ^	204	\$365,000	1.9%	826	\$318,000	\$314,950	1.0%	\$270,000	17.8%
IPSWICH (LGA)	182	\$216,450	0.5%	1191	\$210,000	\$205,000	2.4%	\$184,000	14.1%
IPSWICH (LGA) ^	26	\$360,000	0.0%	121	\$330,000	\$325,000	1.5%	\$260,000	26.9%
BELLBIRD PARK	24	\$229,000	1.3%	77	\$227,000	\$234,000	-3.0%	\$222,900	1.8%
BRASSALL	9	N/A	N/A	34	\$197,000	\$187,000	5.3%	\$182,000	8.2%
COLLINGWOOD PARK	9	N/A	N/A	99	\$195,000	\$196,500	-0.8%	\$185,000	5.4%
DEEBING HEIGHTS	18	N/A	N/A	59	\$207,650	\$187,000	11.0%	\$180,900	14.8%
KARALEE ^	14	N/A	N/A	61	\$330,000	\$325,000	1.5%	\$280,000	17.9%
REDBANK	3	N/A	N/A	23	\$205,000	\$177,500	15.5%	N/A	N/A
REDBANK PLAINS	10	N/A	N/A	96	\$199,500	\$200,000	-0.2%	\$157,900	26.3%
RIPLEY	32	\$220,000	0.2%	172	\$215,450	\$210,000	2.6%	\$172,000	25.3%
SOUTH RIPLEY	5	N/A	N/A	109	\$205,300	\$206,500	-0.6%	\$182,000	12.8%
SPRINGFIELD	5	N/A	N/A	34	\$285,400	\$275,774	3.5%	N/A	N/A
SPRING MOUNTAIN	40	\$229,500	-1.4%	327	\$229,500	\$238,000	-3.6%	N/A	N/A
WALLOON	2	N/A	N/A	26	\$173,876	\$168,000	3.5%	N/A	N/A
LOGAN (LGA)	214	\$226,000	0.0%	1318	\$225,000	\$222,000	1.4%	\$181,000	24.3%
LOGAN (LGA) ^	31	\$380,000	5.5%	146	\$309,250	\$307,000	0.7%	\$268,000	15.4%

SALES MARKET - VACANT LAND <2400m<sup>2</sup> (CONT'D)

SUBURB/ LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BAHRS SCRUB	17	N/A	N/A	137	\$225,000	\$224,000	0.4%	\$235,000	-4.3%
BELIVAH	5	N/A	N/A	25	\$182,500	\$179,500	1.7%	N/A	N/A
FLAGSTONE	10	N/A	N/A	62	\$174,000	\$167,000	4.2%	\$159,900	8.8%
GREENBANK	25	\$235,000	2.0%	161	\$228,000	\$220,000	3.6%	N/A	N/A
HILLCREST	8	N/A	N/A	31	\$225,000	\$225,000	0.0%	\$220,000	2.3%
HOLMVIEW	11	N/A	N/A	42	\$219,450	\$228,000	-3.8%	\$179,250	22.4%
JIMBOOMBA	6	N/A	N/A	25	\$194,900	N/A	0.0%	N/A	N/A
LOGAN RESERVE	31	\$215,000	-0.9%	170	\$221,000	\$212,000	4.2%	\$170,500	29.6%
LOGANHOLME	8	N/A	N/A	29	\$267,500	\$279,000	-4.1%	N/A	N/A
LOGANLEA	6	N/A	N/A	23	\$229,500	\$245,000	-6.3%	\$202,000	13.6%
NEW BEITH	0	N/A	N/A	24	\$309,500	\$303,750	1.9%	\$262,000	18.1%
NEW BEITH ^	0	N/A	N/A	29	\$280,000	\$293,000	-4.4%	\$294,000	-4.8%
PARK RIDGE	36	\$227,500	0.0%	283	\$229,990	\$233,000	-1.3%	\$169,000	36.1%
SOUTH MACLEAN	3	N/A	N/A	23	\$149,000	\$165,000	-9.7%	N/A	N/A
YARRABILBA	12	N/A	N/A	120	\$184,950	\$188,000	-1.6%	\$167,606	10.3%
MORETON BAY (LGA)	244	\$272,000	0.8%	1399	\$262,000	\$250,000	4.8%	\$230,000	13.9%
MORETON BAY (LGA) ^	47	\$500,000	1.9%	264	\$330,000	\$320,000	3.1%	\$319,000	3.4%
BANKSIA BEACH	6	N/A	N/A	39	\$524,000	\$500,000	4.8%	\$404,000	29.7%
BELLMERE	0	N/A	N/A	24	\$217,500	\$195,000	11.5%	\$170,000	27.9%
BRAY PARK	2	N/A	N/A	25	\$274,000	\$269,000	1.9%	N/A	N/A
BURPENGARY	11	N/A	N/A	66	\$265,000	\$242,500	9.3%	\$219,000	21.0%
BURPENGARY EAST	4	N/A	N/A	65	\$239,000	\$242,750	-1.5%	\$218,750	9.3%
CABOOLTURE	4	N/A	N/A	83	\$219,000	\$209,500	4.5%	\$185,000	18.4%
CABOOLTURE ^	1	N/A	N/A	32	\$310,000	\$310,000	0.0%	\$265,000	17.0%
CABOOLTURE SOUTH	7	N/A	N/A	55	\$192,500	\$194,000	-0.8%	\$179,800	7.1%
DELANEYS CREEK ^	1	N/A	N/A	22	\$275,000	\$272,000	1.1%	N/A	N/A
ELIMBAH ^	0	N/A	N/A	20	\$311,225	\$310,000	0.4%	N/A	N/A
GRIFFIN	32	\$275,000	-1.1%	218	\$280,000	\$285,000	-1.8%	\$245,000	14.3%
KALLANGUR	13	N/A	N/A	41	\$263,500	\$273,500	-3.7%	\$234,000	12.6%
LAWNTON	16	N/A	N/A	36	\$350,000	\$344,500	1.6%	N/A	N/A
MANGO HILL	13	N/A	N/A	82	\$310,000	\$285,000	8.8%	\$255,000	21.6%
MORAYFIELD	18	N/A	N/A	121	\$202,000	\$190,000	6.3%	\$182,000	11.0%
MURRUMBA DOWNS	2	N/A	N/A	29	\$310,000	\$310,000	0.0%	N/A	N/A
NARANGBA	12	N/A	N/A	59	\$260,000	\$250,000	4.0%	\$210,450	23.5%
NEWPORT	25	\$311,900	-1.7%	152	\$313,400	\$322,900	-2.9%	N/A	N/A
NINGI	5	N/A	N/A	45	\$245,000	\$227,000	7.9%	\$194,450	26.0%
ROTHWELL	16	N/A	N/A	52	\$238,400	\$234,900	1.5%	N/A	N/A
STRATHPINE	4	N/A	N/A	37	\$290,000	N/A	0.0%	N/A	N/A
UPPER CABOOLTURE	11	N/A	N/A	24	\$195,500	\$180,000	8.6%	\$241,250	-19.0%
UPPER CABOOLTURE ^	5	N/A	N/A	34	\$310,000	\$304,500	1.8%	\$265,000	17.0%
REDLAND (LGA)	333	\$33,000	0.6%	1017	\$33,000	\$33,000	0.0%	\$258,000	-87.2%
RELAND (LGA) ^	12	N/A	N/A	22	\$538,500	\$605,000	-11.0%	\$560,000	-3.8%
LAMB ISLAND	11	N/A	N/A	29	\$21,500	\$32,500	-33.8%	\$26,000	-17.3%
MACLEAY ISLAND	66	\$35,000	9.2%	181	\$32,500	\$31,000	4.8%	\$35,000	-7.1%
REDLAND BAY	13	N/A	N/A	37	\$325,000	\$305,000	6.6%	\$290,000	12.1%
RUSSELL ISLAND	182	\$24,000	12.5%	518	\$22,500	\$19,500	15.4%	\$18,000	25.0%
THORNLANDS	28	\$322,000	1.0%	137	\$314,000	\$304,500	3.1%	\$295,000	6.4%
SURROUNDS									
LOCKYER VALLEY (LGA)	14	N/A	N/A	42	\$136,250	\$128,000	6.4%	\$105,000	29.8%
LOCKYER VALLEY (LGA) ^	43	\$190,000	2.9%	142	\$180,000	\$170,000	5.9%	\$145,000	24.1%
PLAINLAND	8	N/A	N/A	24	\$142,000	\$147,500	-3.7%	\$143,000	-0.7%
SCENIC RIM (LGA)	14	N/A	N/A	40	\$198,450	\$200,700	-1.1%	\$180,900	9.7%
SCENIC RIM (LGA) ^	29	\$365,000	2.6%	82	\$301,250	\$318,500	-5.6%	\$290,500	3.7%
WOODHILL ^	0	N/A	N/A	25	\$289,000	\$283,000	2.1%	\$242,000	19.4%
SOMERSET (LGA)	14	N/A	N/A	45	\$106,950	\$125,000	-14.4%	\$145,000	-26.2%
SOMERSET (LGA) ^	22	\$240,000	3.3%	69	\$220,000	\$200,000	10.0%	\$210,000	4.8%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>IPSWICH CITY</b>	<b>\$320</b>	<b>668</b>	<b>\$315</b>	<b>688</b>	<b>\$300</b>	<b>805</b>
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$363	152	\$350	146	\$350	187
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$330	125	\$320	111	\$310	108
4303	Dinmore/ Riverview	\$280	23	\$280	28	\$280	32
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$300	69	\$300	78	\$285	97
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$300	219	\$300	244	\$290	280
4306	Amberley/ Fernvale/ Karara Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank	\$360	54	\$350	57	\$320	66
4314	Gilla/ Avoca Vale/ Benarkin/ Bernakin North/ Blackbutt/ Blackbutt North/ Blackbutt South/ Cherry Creek/ Colinton/ Googa Creek/ Harlin/ Linville/ Moore/ Mount Binga/ Mount Stanley/ Nukku/ Tarameo/ Teelah	\$265	13	\$250	9	N/A	N/A
4340	Rosewood/ Ashwell/ Calvert/ Ebenezer/ Grandchester/ Moorang/ Mt Forbes/ Rosevale	\$300	12	\$295	15	\$290	28
	<b>LOGAN CITY</b>	<b>\$350</b>	<b>974</b>	<b>\$345</b>	<b>880</b>	<b>\$350</b>	<b>991</b>
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$328	176	\$313	156	\$320	186
4118	Browns Plains/Brownsleigh/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$350	92	\$350	67	\$340	93
4119	Underwood	\$425	14	\$430	15	\$375	11
4123	Priests Gully/ Rochedale	\$420	48	\$420	48	\$395	46
4124	Boronia Hts/ Greenbank/ New Beith	\$350	39	\$340	43	\$340	40
4125	Munruben/ Park Ridge	\$350	41	\$355	12	\$460	9
4127	Chatswood Hills/ Daisy Hill/ Preistdale/ Slacks Ck/ Springwood	\$385	87	\$380	78	\$370	104
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$425	16	\$413	20	\$400	41
4129	Logandale/ Loganholme	\$383	20	\$380	18	\$375	26
4130	Carbrook/ Cornubia	N/A	3	\$410	5	\$390	10
4131	Loganlea/ Meadowbrook	\$350	46	\$340	43	\$350	36
4132	Crestmead/ Marsden	\$340	97	\$340	89	\$340	106
4133	Chambers Flat/ Logan Reserve/ Waterford	\$350	47	\$350	38	\$360	50
4205	Bethania	\$340	21	\$348	18	\$330	25
4207	Beenleigh/Eagliby/Mt Warren Pk	\$350	203	\$340	212	\$340	176
4280	Flagstone/ Jimboomba/ North Maclean/ South Maclean/ Stockleigh	\$380	21	\$360	15	\$410	31
	<b>MORETON BAY REGIONAL</b>	<b>\$375</b>	<b>954</b>	<b>\$370</b>	<b>958</b>	<b>\$350</b>	<b>1087</b>
	<b>Redcliffe Region</b>	<b>\$380</b>	<b>186</b>	<b>\$375</b>	<b>202</b>	<b>\$365</b>	<b>202</b>
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$383	76	\$380	89	\$365	73
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$395	66	\$380	84	\$370	82
4021	Kippa-Ring	\$380	25	\$373	20	\$355	28
4022	Rothwell	\$370	19	\$350	9	\$335	19
	<b>Pine Rivers Region</b>	<b>\$390</b>	<b>407</b>	<b>\$390</b>	<b>376</b>	<b>\$375</b>	<b>414</b>
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$445	20	\$450	19	\$410	29
4037	Eatons Hill	\$415	9	\$450	6	N/A	3
4055	Bunya/ Ferny Grove/ Ferny Hills/ Kedron Upper	\$445	30	\$440	34	\$400	39
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$380	85	\$383	78	\$360	68
4501	Lawnnton	\$370	25	\$370	14	\$340	19
4502	Frenchs Forest/ Petrie	\$390	40	\$370	33	\$360	20
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$370	121	\$370	108	\$355	106
4509	Mango Hill	\$395	69	\$400	71	\$380	102
4520	Camp Mountain/ Cedar Ck/ Mt Glorious/ Mt Nebo/ Mt Samson/ Samford/ Yugar	\$520	5	\$505	8	\$435	14
4521	Dayboro/ Mt Mee/ Mt Pleasant/ Ocean View/ Rush Ck	N/A	3	\$440	5	\$370	14
	<b>Caboolture Region</b>	<b>\$350</b>	<b>361</b>	<b>\$340</b>	<b>380</b>	<b>\$315</b>	<b>471</b>
4504	Narangba	\$400	25	\$390	29	\$360	32
4505	Burpengary	\$383	48	\$353	36	\$340	29
4506	Marayfield/ Moorina	\$335	52	\$330	60	\$305	66
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$425	37	\$390	44	\$350	41
4508	Deception Bay	\$330	60	\$335	60	\$320	92

## RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	JUN-20		JUN-19		JUN-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$330	110	\$320	122	\$300	173
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$370	8	\$375	6	\$345	23
4514	Woodford/ Bellthorpe/ Bracalba/ Cedarton/ D'Aguilar/ Delaneys Ck/ Neurnum/ Stanmore/ Stoney Ck/ Villeneuve	\$345	18	\$353	16	\$330	9
<b>REDLAND CITY</b>		<b>\$413</b>	<b>254</b>	<b>\$400</b>	<b>251</b>	<b>\$390</b>	<b>343</b>
4157	Capalaba/ Sheldon	\$433	32	\$415	31	\$395	22
4158	Thornside	N/A	4	\$410	6	\$385	14
4159	Birkdale/ Aquatic Paradise/ Meridian Pt	\$423	16	\$420	19	\$395	23
4160	Ormiston/ Wellington Pt/ Erubin	\$415	23	\$398	32	\$420	31
4161	Alexandra Hills/ Burwood Hts	\$428	44	\$408	42	\$400	43
4163	Cleveland/ Raby Bay	\$420	34	\$425	24	\$415	39
4164	Thornlands/ Pinklands	\$440	12	\$420	12	\$410	20
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$420	42	\$425	42	\$410	59
4183	Amity Pt/ Dunwich/ Pt Lookout	N/A	2	N/A	2	\$360	7
4184	Coochiemudlo Is/ Karragarra Is/ Lamb Is/ Macleay Is/ Peel Is/ Russell Is	\$280	45	\$255	41	\$250	85
<b>LOCKYER VALLEY REGIONAL</b>		<b>\$320</b>	<b>65</b>	<b>\$300</b>	<b>61</b>	<b>\$280</b>	<b>103</b>
4341	Blenheim	\$310	33	\$308	28	\$280	49
4342	Crowley Vale	\$350	5	\$350	7	\$280	10
4343	Adare	\$310	19	\$293	20	\$280	38
<b>SOMERSET REGIONAL</b>		<b>\$345</b>	<b>42</b>	<b>\$283</b>	<b>42</b>	<b>\$275</b>	<b>67</b>
4311	Atkinsons Dam	\$320	10	\$278	16	\$265	28
4312	Bryden	\$330	7	\$275	6	\$280	7
4313	Biarra	\$330	6	\$270	7	\$230	17
4515	Glenfern	\$350	19	\$320	13	\$310	15

## RENTAL MARKET

### GREATER BRISBANE

**FOR RENT**

**Vacancy Rates**  
**2.0%**

## RENTAL MARKET

### IPSWICH

**FOR RENT**

**Vacancy Rates**  
**1.1%**



**House Yields**  
**4.8%**



**Unit Yields**  
**7.1%**





## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>IPSWICH CITY</b>	<b>\$265</b>	<b>158</b>	<b>\$260</b>	<b>140</b>	<b>\$255</b>	<b>183</b>
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$275	29	\$290	28	\$260	39
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$265	31	\$265	19	\$265	18
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$260	20	\$250	28	\$250	30
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto etc	\$260	66	\$250	58	\$250	91
4306	Amberley/ Fernvale/ Karana Downs/ Mt Crosby/ Peak Crossing/ Swanbank/ Willowbank etc	\$283	6	N/A	4	\$265	5
4340	Ashwell/ Calvert/ Ebenezer/ Grandchester/ Lanefield/ Lower Mount Walker/ Merryvale/ Moorang/ Mount Forbes/ Mount Mort/ Mount Walker/ Mount Walker West/ Rosevale/ Rosewood/ Tallegalla/ The Bluff/ Woolshed	\$220	5	N/A	1	N/A	N/A
	<b>LOGAN CITY</b>	<b>\$290</b>	<b>334</b>	<b>\$288</b>	<b>323</b>	<b>\$270</b>	<b>216</b>
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$260	66	\$240	61	\$265	76
4118	Browns Plains/ Forestdale/ Heritage Park/ Hillcrest/ Regents Park	\$295	13	\$310	10	N/A	2
4123	Priests Gully/ Rochedale South	N/A	3	\$320	6	\$310	7
4124	Boronia Heights/ Greenbank/ Lyons/ New Beith	\$300	6	\$285	10	N/A	N/A
4125	Munruben/ Park Ridge/ Park Ridge South	\$300	29	\$290	13	N/A	N/A
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$330	17	\$340	14	\$280	22
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$320	8	N/A	3	N/A	4
4129	Loganholme	N/A	3	\$325	5	N/A	N/A
4131	Loganlea/ Meadowbrook	\$300	17	\$300	25	\$285	8
4132	Crestmead/ Marsden	\$290	19	\$290	22	\$295	7
4133	Chambers Flat/ Logan Reserve/ Waterford	\$293	40	\$285	34	\$285	13
4205	Bethania	\$295	5	N/A	3	N/A	1
4207	Beenleigh/Eaglbay/Mt Warren Pk	\$290	96	\$285	109	\$260	64
4280	Flagstone/ Jimboomba/ North Maclean/ South Maclean/ Stockleigh	\$290	5	\$290	6	\$280	9
	<b>MORETON BAY REGIONAL</b>	<b>\$300</b>	<b>485</b>	<b>\$290</b>	<b>453</b>	<b>\$280</b>	<b>486</b>
	<b>Redcliffe Region</b>	<b>\$315</b>	<b>138</b>	<b>\$295</b>	<b>127</b>	<b>\$280</b>	<b>147</b>
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$300	58	\$283	54	\$270	55
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$325	74	\$318	60	\$300	89
4021	Kippa-ring	\$280	5	\$288	12	N/A	3
	<b>Pine Rivers Region</b>	<b>\$300</b>	<b>130</b>	<b>\$300</b>	<b>137</b>	<b>\$285</b>	<b>138</b>
4055	Bunya/ Ferny Grove/ Ferny Hills/ Upper Kedron	N/A	3	\$305	6	N/A	2
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$300	21	\$295	22	\$290	32
4501	Lawnton	\$295	8	\$350	16	\$285	11
4502	Frenchs Forest/ Petrie	\$340	15	\$325	8	\$250	6
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$295	44	\$285	47	\$280	60
4509	Mango Hill	\$335	30	\$335	34	\$300	24
	<b>Caboolture Region</b>	<b>\$290</b>	<b>217</b>	<b>\$280</b>	<b>189</b>	<b>\$265</b>	<b>201</b>
4504	Narangba	\$280	5	\$293	6	N/A	1
4505	Burpengary	\$310	13	\$275	15	\$270	19
4506	Morayfield/ Moorina	\$288	48	\$285	32	\$275	16
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$333	36	\$320	41	\$280	48
4508	Deception Bay	\$328	20	\$320	14	\$270	15
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$275	91	\$270	78	\$260	98
	<b>REDLAND CITY</b>	<b>\$358</b>	<b>68</b>	<b>\$355</b>	<b>72</b>	<b>\$330</b>	<b>60</b>
4157	Capalaba/ Sheldon	\$388	14	\$370	11	\$325	8
4158	Thornside	\$328	6	N/A	2	N/A	0
4160	Ormiston/ Wellington Pt/ Erubin	N/A	2	\$365	5	\$335	8
4161	Alexandra Hills	\$353	8	\$305	10	\$158	5
4163	Cleveland/ Raby Bay	\$395	25	\$373	28	\$376	28
4165	Mount Cotton/ Redland Bay/ Victoria Point/ Victoria Point West	\$380	6	N/A	3	\$330	6

## RENTAL MARKET - 2 BED UNITS (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>LOCKYER VALLEY REGIONAL</b>	<b>\$250</b>	<b>18</b>	<b>\$280</b>	<b>11</b>	<b>\$225</b>	<b>18</b>
4341	Blenheim/ Hatton Vale/ Kensington Grove/ Kentville/ Laidley/ Laidley Creek West/ Laidley Heights/ Laidley North/ Laidley South/ Mount Berryman/ Mulgowie/ Plainland/ Regency Downs/ Summerhold/ Thornton/ Townson	\$265	5	N/A	3	N/A	3
4343	Adare	\$235	11	\$285	8	\$235	15

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>IPSWICH CITY</b>	<b>\$325</b>	<b>260</b>	<b>\$325</b>	<b>200</b>	<b>\$315</b>	<b>164</b>
4300	Goodna/ Bellbird Pk/ Camira/ Springfield	\$375	62	\$373	66	\$365	65
4301	Redbank/ Redbank Plns/ Collingwood Pk	\$330	85	\$330	58	\$310	26
4303	Dinmore/ Riverview	\$305	11	\$303	10	N/A	0
4304	Booval/ Blackstone/ Bundamba/ Ebbw Vale/ Silkstone	\$300	59	\$290	35	\$305	39
4305	Ipswich/ Brassall/ Bremer/ Churchill/ Flinders View/ Leichardt/ Raceview/ Tivoli/ Yamanto	\$315	34	\$315	27	\$300	32
	<b>LOGAN CITY</b>	<b>\$340</b>	<b>437</b>	<b>\$333</b>	<b>384</b>	<b>\$340</b>	<b>462</b>
4114	Kingston/ Logan City/ Trinder Pk/ Woodridge	\$319	45	\$320	45	\$310	55
4117	Berrinba/ Karawatha	\$320	12	N/A	2	N/A	0
4118	Browns Plains/Brownslough/ Forestdale/ Heritage Pk/ Hillcrest/ Regents Pk	\$345	69	\$350	46	\$345	70
4119	Underwood	\$335	15	\$410	12	\$345	22
4123	Priests Gully/ Rochedale	\$433	8	\$395	5	\$340	7
4124	Boronia Hts/ Greenbank/ New Beith	N/A	4	\$335	12	N/A	2
4127	Chatswood Hills/ Daisy Hill/ Preisdale/ Slacks Ck/ Springwood	\$325	32	\$325	40	\$340	32
4128	Kimberley Pk/ Logan Hyperdome/ Shailer Pk/ Tanah Merah	\$390	13	\$350	13	\$325	18
4131	Loganlea/ Meadowbrook	\$350	23	\$350	31	\$350	49
4132	Crestmead/ Marsden	\$350	58	\$330	46	\$340	66
4133	Chambers Flat/ Logan Reserve/ Waterford	\$340	19	\$310	13	\$325	27
4205	Bethania	\$345	32	\$320	25	\$340	12
4207	Beenleigh/Eaglbay/Mt Warren Pk	\$330	90	\$320	77	\$320	95
	<b>MORETON BAY REGIONAL</b>	<b>\$355</b>	<b>890</b>	<b>\$350</b>	<b>682</b>	<b>\$340</b>	<b>616</b>
	<b>Caboolture Region</b>	<b>\$340</b>	<b>184</b>	<b>\$335</b>	<b>121</b>	<b>\$310</b>	<b>127</b>
4504	Narangba	\$395	7	\$365	5	\$350	10
4505	Burpengary	\$345	49	\$335	29	\$305	26
4506	Morayfield/ Moorina	\$335	61	\$330	38	\$315	13
4507	Banksia Beach/ Bellara/ Bongaree/ Bribie Is/ Woorim	\$360	5	N/A	3	\$320	5
4508	Deception Bay	\$325	28	\$328	16	\$310	60
4510	Caboolture/ Beachmere/ Donnybrook/ Balingool/ Bellmere/ Meledale/ Moodlu/ Rocksberg/ Toorbul	\$325	29	\$330	28	\$300	11
4511	Godwin Beach/ Ningi/ Sandstone Pt/ Toorbul Pt	\$350	5	N/A	2	N/A	2
	<b>Pine Rivers Region</b>	<b>\$360</b>	<b>637</b>	<b>\$350</b>	<b>509</b>	<b>\$350</b>	<b>419</b>
4035	Albany Ck/ Bridgeman Downs/ Cashes Crossing	\$470	71	\$450	30	\$385	15
4500	Bray Pk/ Brendale/ Cashmere/ Clear Mountain/ Joyner/ Strathpine/ Warner	\$365	81	\$350	61	\$350	67
4501	Lawnton	\$350	22	\$350	20	\$340	13
4502	Frenchs Forest/ Petrie	\$320	13	\$340	18	\$335	19
4503	Dakabin/ Dohles Rocks/ Griffin/ Kallangur/ Kurwongbah	\$360	329	\$345	256	\$340	197
4509	Mango Hill	\$365	117	\$360	122	\$350	103
	<b>Redcliffe Region</b>	<b>\$359</b>	<b>69</b>	<b>\$345</b>	<b>52</b>	<b>\$330</b>	<b>70</b>
4019	Clontarf/ Humpybong/ Margate/ Scotts Pt/ Woody Pt	\$400	15	\$385	6	\$335	9
4020	Redcliffe/ Scarborough/ Newport Waters/ Suttons Bch	\$400	24	\$400	19	\$350	13
4021	Kippa-Ring	\$330	28	\$330	24	\$325	47
	<b>REDLAND CITY</b>	<b>\$415</b>	<b>176</b>	<b>\$400</b>	<b>158</b>	<b>\$395</b>	<b>190</b>
4157	Capalaba/ Sheldon	\$420	23	\$388	26	\$380	19
4158	Thornside	\$400	11	\$380	12	\$370	13
4159	Birkdale	\$420	7	N/A	3	N/A	3
4160	Ormiston/ Wellington Pt/ Erubin	\$430	21	\$410	24	\$385	63
4163	Cleveland/ Raby Bay	\$420	29	\$400	23	\$410	32
4164	Thornlands/ Pinklands	\$415	70	\$400	50	\$395	45
4165	Mt Cotton/ Pt Halloran/ Pt Talburpin/ Redland Bay/ Victoria Pt	\$408	12	\$400	16	\$395	11



## RENTAL MARKET

### LOGAN

**FOR  
RENT**

**Vacancy Rates**  
**1.4%**



**House Yields**  
**4.6%**



**Unit Yields**  
**6.6%**

## RENTAL MARKET

### MORETON BAY

**FOR  
RENT**

**Vacancy Rates**  
**0.8%**



**House Yields**  
**4.1%**



**Unit Yields**  
**5.0%**

## RENTAL MARKET

### REDLAND

**FOR  
RENT**

**Vacancy Rates**  
**0.5%**



**House Yields**  
**3.9%**



**Unit Yields**  
**4.9%**

**EMPLOYMENT MARKET**
**BRISBANE - EAST**

**Unemployment Rate**
**5.5%**

**Participation Rate**
**71.1%**
**EMPLOYMENT MARKET**
**BRISBANE - NORTH**

**Unemployment Rate**
**5.0%**

**Participation Rate**
**74.1%**
**EMPLOYMENT MARKET**
**BRISBANE - SOUTH**

**Unemployment Rate**
**6.4%**

**Participation Rate**
**68.4%**
**EMPLOYMENT MARKET**
**BRISBANE - WEST**

**Unemployment Rate**
**5.5%**

**Participation Rate**
**60.0%**
**EMPLOYMENT MARKET**
**BRISBANE - INNER CITY**

**Unemployment Rate**
**4.4%**

**Participation Rate**
**74.0%**

**It appears the capital not only endured the challenges of 2020, but smashed them with outstanding results in the housing sector.**

## Brisbane Breaks the \$700k Barrier

**As a capital city market not traditionally prone to large swings in price, Brisbane was already well placed to weather a potential COVID-19 lead downturn.**

It appears the capital not only endured the challenges of 2020, but smashed them with outstanding results in the housing sector.

The city's annual and quarterly median house prices have swung back above \$700,000 in our latest analysis.

Brisbane's 12-month median to September was \$710,000, smashing through the \$700,000 barrier set in June this year.

In addition, the September quarter house price median of \$720,000 is well in advance of when it first breached the benchmark back in the December quarter in 2019. At that time, the median price was \$703,000.

It's an excellent outcome given property owners were anxious about the future for real estate values back in March.

But as 2020 progressed, hard borders and quarantining saw us travel through the pandemic threat with few infections and a reasonably open local economy.

In addition, like many other centres, Brisbane sellers pulled their homes off the market. It's this lack of stock which helped prop up values, according to REIA Brisbane West Zone Chair, Phil Bloom.

"We've definitely noticed the shortage of stock, but the buyer traffic has remained the same.

"First homebuyers are back in force, especially those who have managed to sustain employment through COVID-19. They're buying up, and utilising as much of the available government grants as possible," said Bloom.

Bloom said conditions are ripe for further increased activity, with low interest rates coming into the mix.

As for 2021's prospects, there's positivity in the air.

"It's highly likely we'll see a strong start to 2021 that will continue through the rest of the year. The fundamentals have been right for a number of years now and people have got confidence about moving here (from out of town)," said Bloom.



## HOUSE MARKET (<2400M<sup>2</sup>)

### BRISBANE



Quarter  
median price ↑  
**\$720,000**



Annual  
median price ↑  
**\$710,000**



Annual volume  
of sales ↓  
**12,309**



Annual median  
price 5yrs ago ↑  
**\$608,000**

## HOUSE MARKET ALL



Median days on  
market  
**30 Days**



Median vendor  
discount  
**-3.1%**



Stock on market  
**5.3%**



### Local Economy and Infrastructure Investment

The coming years will see extensive, ongoing major infrastructure works carried out within Brisbane such as Queens Wharf and Cross River Rail.

But these much-reported projects aren't the only things underway in Brisbane.

A new surgical and rehabilitation facility is set to open early next year at the Herston health development.

The \$340 million Surgical, Treatment and Rehabilitation Service (STARS) will be the first building at the \$1.1 billion Herston Quarter which is expanding the world-renowned Herston Health Precinct.

In addition, the government is planning for a rapid expansion of the Emergency Department (ED) at The Prince Charles Hospital, along with a major redevelopment of the hospital.

The ED expansion project will address a projected increase in ED presentations with more adult and paediatric treatment spaces, including resuscitation. The hospital's redevelopment and expansion project will also increase bed and surgery capacity.

The arts also have something to offer for our economic return to normalcy.

### House Market (<2400m<sup>2</sup>)

Our analysis of quarterly and annual median price movements indicates that Brisbane houses are in the rising phase of the price cycle.

The median house price rose 1.4 per cent in September quarter, to \$720,000 across 2751 transactions.

On an annual basis, the median house price rose 4.4 per cent to reach \$710,000 across 12,309 transactions.

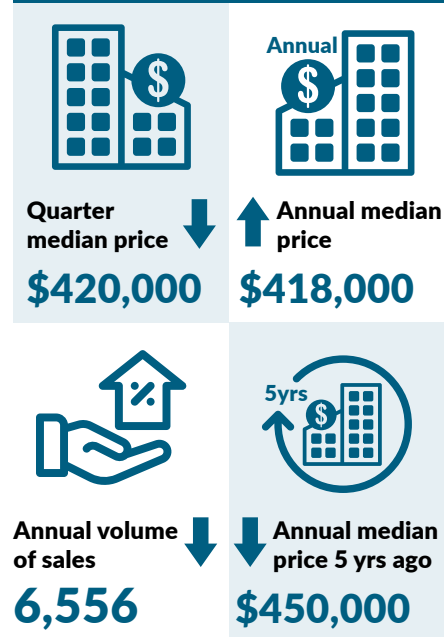
Our analysis takes into account the period when COVID-19 restrictions began to ease, as Queensland's infection rates fell.

Bloom said there's been a noticeable uptick in demand for space.

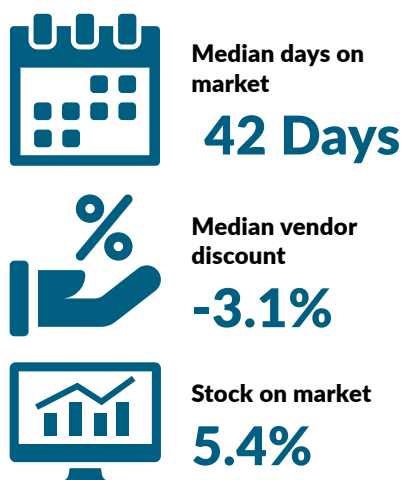
"There's a flight towards large suburban houses, which makes logical sense. We're working from home, so we all want a nice house to work from. With interest rates so low homebuyers are taking advantage of their borrowing power," he said.



## UNIT MARKET



## UNIT MARKET



## RENTAL MARKET



## General Activity

Total annual listing numbers to September 2020 were 16,811, which is a notable fall of 12.5 per cent compared to last year's figure of 19,220 listings.

Stock on market also tightened from 6.1 per cent in 2019 to 5.3 per cent in 2020.

Median days on market also dropped. For the year to September 2020, the result was 30, whereas at the same time last year it was 38 days.

Median vendor discounting held reasonably firm. The figure was -3.1 per cent for the year to September 2020, compared to -3.8 per cent for the year to September 2019.

## Unit and Townhouse Market

A look at median price movements revealed unit values were steady, but still within the overall downward sector of the price cycle.

Unit and townhouse prices remained reasonably flat over the September quarter, recording a median price of \$420,000 across 1538 transactions.

Over the past year, the annual median unit price rose 0.7 per cent to \$418,000 across 6556 transactions.

Listing numbers over the year to September 2020 were 9,990 which was a 12.0 per cent fall on the 2019 figure.

Stock on market also fell, coming in at 5.4 per cent for the year to September 2020 as compared to 6.3 per cent in 2019.

Median days on market dropped by nine to reach 42 by September 2020, while the median vendor discount fell by -0.9 per cent to reach -3.1 in 2020.

## Rental Market

Bloom said the rental market has been strong, particularly for property beyond the inner-city.

"If you've got an investment property outside of that one-to-two-kilometre ring of the CBD, it's renting with multiple applications. I spoke to a property manager the other day who said they'd had 18 applications for one property, and no inspections – we've never seen that before."

Brisbane's overall rental vacancy rate came in at 2.8 per cent for September 2020 quarter, which indicates the market is reasonably balanced.

The Brisbane LGA three-bedroom house median was \$445 per week for the year to September, which was \$15 per week more than in 2019.

Two-bedroom units saw a \$5-per-week fall in the median price throughout the year, coming in at \$425 per week.

The Brisbane LGA median rent for a three-bedroom townhouse held steady at \$425 per week for the year to September.

The detached housing gross rental yield of 3.2 per cent for the September 2020 quarter was identical to the previous quarter's figure.

Units in the Brisbane LGA saw their median gross yield fall mildly to 5.3 per cent in the September quarter, which was just 0.1 per cent less than the previous quarter.

## SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>BRISBANE (LGA)</b>	<b>2751</b>	<b>\$720,000</b>	<b>1.4%</b>	<b>12309</b>	<b>\$710,000</b>	<b>\$680,000</b>	<b>4.4%</b>	<b>\$608,000</b>	<b>16.8%</b>
<b>BRISBANE (LGA) ^</b>	<b>79</b>	<b>\$1,095,000</b>	<b>0.0%</b>	<b>342</b>	<b>\$1,150,000</b>	<b>\$1,222,500</b>	<b>-5.9%</b>	<b>\$980,000</b>	<b>17.3%</b>
ACACIA RIDGE	16	N/A	N/A	70	\$401,000	\$390,000	2.8%	\$360,000	11.4%
ALDERLEY	23	\$875,000	3.2%	79	\$850,000	\$820,000	3.7%	\$699,600	21.5%
ALGESTER	21	\$540,000	0.2%	103	\$520,000	\$510,000	2.0%	\$472,500	10.1%
ANMERLEY	15	N/A	N/A	90	\$789,500	\$725,000	8.9%	\$654,000	20.7%
ASCOT	13	N/A	N/A	71	\$1,500,000	\$1,405,000	6.8%	\$1,330,000	12.8%
ASHGROVE	34	\$1,175,000	6.9%	163	\$1,090,000	\$972,500	12.1%	\$820,000	32.9%
ASPLEY	35	\$661,250	2.0%	159	\$630,000	\$617,000	2.1%	\$536,750	17.4%
AUCHENFLOWER	13	N/A	N/A	57	\$1,125,000	\$1,255,000	-10.4%	\$850,500	32.3%
BALD HILLS	21	\$466,000	0.0%	89	\$464,500	\$462,500	0.4%	\$394,000	17.9%
BALMORAL	15	N/A	N/A	65	\$1,080,000	\$1,050,000	2.9%	\$914,500	18.1%
BANYO	21	\$605,000	4.2%	87	\$604,500	\$542,500	11.4%	\$465,000	30.0%
BARDON	38	\$980,000	-1.5%	174	\$1,015,000	\$970,000	4.6%	\$830,000	22.3%
BELLBOWRIE	12	N/A	N/A	56	\$543,750	\$560,000	-2.9%	\$478,000	13.8%
BELMONT	16	N/A	N/A	66	\$690,000	\$700,000	-1.4%	\$620,000	11.3%
BOONDALL	34	\$547,000	1.6%	126	\$533,250	\$514,500	3.6%	\$443,000	20.4%
BRACKEN RIDGE	47	\$502,000	0.5%	224	\$510,000	\$490,000	4.1%	\$442,500	15.3%
BRIDGEMAN DOWNS	24	\$797,450	-0.8%	124	\$796,000	\$776,250	2.5%	\$730,000	9.0%
BRIGHTON	44	\$575,000	0.9%	188	\$555,000	\$550,000	0.9%	\$450,000	23.3%
BULIMBA	28	\$1,335,000	-2.8%	80	\$1,255,000	\$1,350,000	-7.0%	\$1,105,750	13.5%
CALAMVALE	27	\$620,000	0.0%	125	\$650,000	\$650,000	0.0%	\$600,000	8.3%
CAMP HILL	54	\$925,000	1.7%	233	\$896,000	\$907,500	-1.3%	\$750,000	19.5%
CANNON HILL	21	\$840,000	2.4%	80	\$737,500	\$725,750	1.6%	\$671,500	9.8%
CARINA	29	\$712,500	1.5%	93	\$685,000	\$669,000	2.4%	\$584,539	17.2%
CARINA HEIGHTS	20	\$753,500	3.1%	74	\$725,000	\$670,000	8.2%	\$587,500	23.4%
CARINDALE	35	\$902,500	0.6%	180	\$896,000	\$867,000	3.3%	\$750,888	19.3%
CARSELDINE	11	N/A	N/A	105	\$644,000	\$638,250	0.9%	\$580,000	11.0%
CHAPEL HILL	35	\$852,000	0.1%	121	\$845,000	\$787,500	7.3%	\$716,500	17.9%
CHELMER	7	N/A	N/A	43	\$1,200,000	\$1,169,000	2.7%	\$1,015,000	18.2%
CHERMSIDE	11	N/A	N/A	40	\$650,500	\$570,000	14.1%	\$531,500	22.4%
CHERMSIDE WEST	19	N/A	N/A	106	\$640,000	\$585,000	9.4%	\$517,500	23.7%
CLAYFIELD	25	\$1,097,500	3.4%	92	\$1,145,000	\$1,050,000	9.0%	\$1,025,000	11.7%
COOPERS PLAINS	15	N/A	N/A	48	\$598,000	\$538,500	11.0%	\$500,000	19.6%
COORPAROO	33	\$927,500	-1.4%	175	\$951,250	\$875,000	8.7%	\$750,000	26.8%
CORINDA	10	N/A	N/A	49	\$861,500	\$785,000	9.7%	\$703,500	22.5%
DARRA	12	N/A	N/A	47	\$405,000	\$420,000	-3.6%	\$375,000	8.0%
DEAGON	12	N/A	N/A	53	\$500,000	\$490,000	2.0%	\$420,000	19.0%
DOOLANDILLA	10	N/A	N/A	42	\$463,750	\$456,500	1.6%	\$427,000	8.6%
DREWVALE	14	N/A	N/A	58	\$571,000	\$583,000	-2.1%	\$532,500	7.2%
DURACK	12	N/A	N/A	39	\$392,500	\$425,000	-7.6%	\$397,500	-1.3%
DUTTON PARK	5	N/A	N/A	12	N/A	\$947,500	N/A	\$842,750	N/A
EAST BRISBANE	10	N/A	N/A	48	\$824,500	\$860,000	-4.1%	\$782,500	5.4%
EIGHT MILE PLAINS	18	N/A	N/A	78	\$775,000	\$740,000	4.7%	\$700,000	10.7%
ELLEN GROVE	2	N/A	N/A	15	N/A	\$280,000	N/A	\$255,000	N/A
ENOGERA	14	N/A	N/A	64	\$726,000	\$691,500	5.0%	\$630,000	15.2%
EVERTON PARK	30	\$680,000	0.8%	118	\$640,000	\$610,000	4.9%	\$530,250	20.7%
FAIRFIELD	5	N/A	N/A	34	\$760,000	\$727,500	4.5%	\$627,500	21.1%
FERNY GROVE	17	N/A	N/A	67	\$631,000	\$630,000	0.2%	\$529,000	19.3%
FIG TREE POCKET	9	N/A	N/A	61	\$1,160,000	\$885,444	31.0%	\$890,000	30.3%
FITZGIBBON	18	N/A	N/A	89	\$475,000	\$455,000	4.4%	\$427,500	11.1%
FOREST LAKE	68	\$425,000	-0.6%	305	\$427,500	\$439,500	-2.7%	\$405,000	5.6%
GAYTHORNE	4	N/A	N/A	27	\$741,000	\$760,000	-2.5%	\$630,750	17.5%
GEEBUNG	20	\$584,000	-1.7%	68	\$575,000	\$582,500	-1.3%	\$470,000	22.3%
GORDON PARK	9	N/A	N/A	51	\$837,500	\$875,000	-4.3%	\$720,000	16.3%
GRACEVILLE	14	N/A	N/A	80	\$895,000	\$912,000	-1.9%	\$772,500	15.9%
GRANGE	10	N/A	N/A	53	\$1,020,000	\$940,000	8.5%	\$802,500	27.1%
GREENSLOPES	15	N/A	N/A	70	\$794,500	\$745,000	6.6%	\$700,000	13.5%
GRANGE	10	N/A	N/A	53	\$1,020,000	\$940,000	8.5%	\$802,500	27.1%
GREENSLOPES	15	N/A	N/A	70	\$794,500	\$745,000	6.6%	\$700,000	13.5%

## SALES MARKET - HOUSES <2400m<sup>2</sup> (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
GUMDALE	8	N/A	N/A	24	\$862,500	\$855,000	0.9%	\$777,000	11.0%
HAMILTON	18	N/A	N/A	57	\$1,475,000	\$1,570,000	-6.1%	\$1,400,000	5.4%
HAWTHORNE	19	N/A	N/A	88	\$1,200,000	\$1,055,000	13.7%	\$1,100,000	9.1%
HEATHWOOD	15	N/A	N/A	55	\$581,000	\$599,900	-3.2%	\$549,500	5.7%
HEMMANT	9	N/A	N/A	45	\$540,000	\$515,000	4.9%	\$425,000	27.1%
HENDRA	15	N/A	N/A	84	\$1,050,000	\$1,100,000	-4.5%	\$885,000	18.6%
HERSTON	11	N/A	N/A	27	\$885,000	\$803,500	10.1%	\$790,000	12.0%
HIGHGATE HILL	17	N/A	N/A	45	\$1,240,000	\$1,002,000	23.8%	\$1,085,000	14.3%
HOLLAND PARK	30	\$742,500	2.8%	107	\$795,000	\$717,500	10.8%	\$647,600	22.8%
HOLLAND PARK WEST	21	\$748,000	2.4%	81	\$747,500	\$703,500	6.3%	\$621,000	20.4%
INALA	33	\$341,750	-0.1%	134	\$342,500	\$353,500	-3.1%	\$318,000	7.7%
INDOOROOPILLY	27	\$1,078,000	-1.9%	115	\$935,000	\$950,000	-1.6%	\$770,000	21.4%
JAMBOREE HEIGHTS	9	N/A	N/A	44	\$520,000	\$497,536	4.5%	\$427,500	21.6%
JINDALEE	19	N/A	N/A	90	\$620,000	\$575,000	7.8%	\$520,000	19.2%
KALINGA	4	N/A	N/A	20	\$1,083,750	\$1,300,000	-16.6%	\$883,750	22.6%
KARANA DOWNS	4	N/A	N/A	33	\$461,000	\$475,000	-2.9%	\$407,500	13.1%
KARANA DOWNS ^	8	N/A	N/A	41	\$610,000	\$610,000	0.0%	\$524,500	16.3%
KEDRON	30	\$773,500	-0.6%	136	\$783,500	\$737,500	6.2%	\$600,000	30.6%
KELVIN GROVE	4	N/A	N/A	32	\$820,000	\$780,000	5.1%	\$735,000	11.6%
KENMORE	27	\$750,000	4.4%	142	\$755,000	\$695,000	8.6%	\$597,500	26.4%
KENMORE HILLS	4	N/A	N/A	22	\$921,000	\$850,000	8.4%	\$743,500	23.9%
KEPERRA	16	N/A	N/A	96	\$570,000	\$545,000	4.6%	\$465,000	22.6%
KURABY	15	N/A	N/A	76	\$685,000	\$705,000	-2.8%	\$596,000	14.9%
LOTA	6	N/A	N/A	49	\$650,000	\$600,000	8.3%	\$559,500	16.2%
LUTWYCHE	5	N/A	N/A	20	\$780,000	\$918,000	-15.0%	\$752,500	3.7%
MACGREGOR	13	N/A	N/A	49	\$740,000	\$726,000	1.9%	\$703,000	5.3%
MACKENZIE	6	N/A	N/A	22	\$810,000	\$800,000	1.3%	\$734,500	10.3%
MANLY	15	N/A	N/A	62	\$965,000	\$785,000	22.9%	\$753,000	28.2%
MANLY WEST	32	\$642,500	3.0%	144	\$649,000	\$597,750	8.6%	\$546,500	18.8%
MANSFIELD	24	\$760,000	2.5%	106	\$725,000	\$688,000	5.4%	\$584,500	24.0%
MCDOWALL	24	\$729,250	4.4%	82	\$710,000	\$650,000	9.2%	\$601,250	18.1%
MIDDLE PARK	12	N/A	N/A	49	\$627,500	\$605,500	3.6%	\$570,000	10.1%
MILTON	2	N/A	N/A	25	\$993,000	N/A	0.0%	\$701,000	41.7%
MITCHELTON	32	\$720,000	5.3%	105	\$670,000	\$645,000	3.9%	\$583,750	14.8%
MOGGILL	18	N/A	N/A	83	\$552,000	\$560,000	-1.4%	\$527,500	4.6%
MOOROOKA	31	\$675,000	1.7%	124	\$666,000	\$641,250	3.9%	\$561,000	18.7%
MORNINGSIDE	33	\$810,000	-2.9%	124	\$789,250	\$778,655	1.4%	\$705,400	11.9%
MOUNT GRAVATT	16	N/A	N/A	44	\$670,000	\$640,000	4.7%	\$620,500	8.0%
MOUNT GRAVATT EAST	42	\$680,000	1.6%	150	\$650,000	\$645,000	0.8%	\$560,000	16.1%
MOUNT OMMANEY	2	N/A	N/A	24	\$904,500	\$850,000	6.4%	\$783,500	15.4%
MURARRIE	9	N/A	N/A	71	\$645,000	\$635,000	1.6%	\$575,000	12.2%
NEW FARM	18	N/A	N/A	63	\$1,782,500	\$1,456,000	22.4%	\$1,358,750	31.2%
NEWMARKET	11	N/A	N/A	43	\$885,000	\$990,000	-10.6%	\$745,000	18.8%
NORMAN PARK	20	\$890,000	2.8%	98	\$875,000	\$900,000	-2.8%	\$778,000	12.5%
NORTHGATE	11	N/A	N/A	58	\$660,000	\$715,000	-7.7%	\$628,750	5.0%
NUDGE	9	N/A	N/A	47	\$667,500	\$635,000	5.1%	\$554,500	20.4%
NUNDAH	21	\$772,500	0.0%	85	\$820,000	\$699,000	17.3%	\$665,000	23.3%
OXLEY	22	\$590,000	2.2%	114	\$590,000	\$577,500	2.2%	\$500,000	18.0%
PADDINGTON	21	\$1,166,000	-2.2%	117	\$1,100,000	\$1,170,000	-6.0%	\$885,000	24.3%
PALLARA	6	N/A	N/A	47	\$550,000	\$545,000	0.9%	N/A	N/A
PARKINSON	21	\$730,000	3.0%	117	\$680,000	\$634,000	7.3%	\$586,000	16.0%
PULLENVALE ^	11	N/A	N/A	43	\$1,215,000	\$1,100,000	10.5%	\$945,000	28.6%
RED HILL	12	N/A	N/A	65	\$892,500	\$848,500	5.2%	\$811,000	10.0%
RIVERHILLS	9	N/A	N/A	53	\$498,750	\$500,000	-0.2%	\$447,000	11.6%
ROBERTSON	4	N/A	N/A	21	\$900,000	\$1,009,000	-10.8%	\$850,000	5.9%
ROCHEDALE	14	N/A	N/A	79	\$1,050,000	\$995,000	5.5%	\$918,000	14.4%
ROCKLEA	1	N/A	N/A	33	\$445,000	\$405,000	9.9%	\$386,500	15.1%
RUNCORN	18	N/A	N/A	105	\$559,000	\$553,500	1.0%	\$513,250	8.9%
SALISBURY	14	N/A	N/A	88	\$610,000	\$605,500	0.7%	\$520,000	17.3%



SALES MARKET - HOUSES <2400m<sup>2</sup> (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SANDGATE	12	N/A	N/A	50	\$811,000	\$700,000	15.9%	\$547,500	48.1%
SEVEN HILLS	11	N/A	N/A	42	\$867,000	\$905,000	-4.2%	\$741,500	16.9%
SEVENTEEN MILE ROCKS	9	N/A	N/A	34	\$677,500	\$630,000	7.5%	\$617,000	9.8%
SHERWOOD	11	N/A	N/A	57	\$1,080,000	\$895,000	20.7%	\$800,000	35.0%
SHORNCLIFFE	4	N/A	N/A	23	\$814,000	\$760,000	7.1%	\$675,000	20.6%
SINNAMON PARK	13	N/A	N/A	75	\$750,000	\$728,500	3.0%	\$625,500	19.9%
ST LUCIA	15	N/A	N/A	50	\$1,507,500	\$1,125,000	34.0%	\$1,050,000	43.6%
STAFFORD	24	\$637,000	1.6%	96	\$650,000	\$639,800	1.6%	\$550,000	18.2%
STAFFORD HEIGHTS	25	\$650,000	1.4%	109	\$650,000	\$615,000	5.7%	\$530,000	22.6%
STRETTON	7	N/A	N/A	31	\$896,500	\$797,000	12.5%	\$836,000	7.2%
SUNNYBANK	10	N/A	N/A	69	\$729,000	\$721,000	1.1%	\$680,000	7.2%
SUNNYBANK HILLS	37	\$620,000	0.0%	146	\$650,000	\$635,000	2.4%	\$614,000	5.9%
TAIGUM	7	N/A	N/A	43	\$520,000	\$532,000	-2.3%	\$480,000	8.3%
TARINGA	18	N/A	N/A	55	\$922,500	\$900,000	2.5%	\$831,250	11.0%
TARRAGINDI	40	\$880,000	5.4%	166	\$865,100	\$790,000	9.5%	\$685,000	26.3%
TENERIFFE	8	N/A	N/A	25	\$1,850,000	\$1,900,000	-2.6%	\$1,475,000	25.4%
THE GAP	51	\$734,000	0.9%	211	\$736,250	\$701,000	5.0%	\$620,000	18.8%
TINGALPA	15	N/A	N/A	87	\$585,000	\$535,000	9.3%	\$464,000	26.1%
TOOWONG	21	\$983,000	1.8%	78	\$993,000	\$895,250	10.9%	\$735,000	35.1%
UPPER KEDRON	15	N/A	N/A	65	\$673,500	\$644,000	4.6%	\$600,750	12.1%
UPPER MOUNT GRAVATT	23	\$655,000	1.5%	98	\$660,000	\$599,500	10.1%	\$575,000	14.8%
VIRGINIA	8	N/A	N/A	44	\$726,225	\$585,000	24.1%	\$550,000	32.0%
WAKERLEY	32	\$766,500	2.3%	119	\$775,000	\$765,000	1.3%	\$710,511	9.1%
WAVELL HEIGHTS	42	\$742,250	-1.0%	189	\$742,500	\$718,000	3.4%	\$626,000	18.6%
WEST END	5	N/A	N/A	37	\$1,105,000	\$957,500	15.4%	\$999,000	10.6%
WESTLAKE	9	N/A	N/A	56	\$740,000	\$725,000	2.1%	\$615,500	20.2%
WILSTON	10	N/A	N/A	41	\$1,060,000	\$980,000	8.2%	\$901,250	17.6%
WINDSOR	14	N/A	N/A	72	\$955,000	\$950,000	0.5%	\$731,000	30.6%
WISHART	24	\$824,000	1.4%	99	\$740,000	\$725,500	2.0%	\$637,575	16.1%
WOOLLOONGABBA	12	N/A	N/A	39	\$816,000	\$745,000	9.5%	\$740,000	10.3%
WOOLOOWIN	7	N/A	N/A	30	\$847,500	\$803,000	5.5%	\$760,000	11.5%
WYNNUM	43	\$680,750	1.9%	217	\$657,500	\$645,000	1.9%	\$620,000	6.0%
WYNNUM WEST	28	\$600,000	1.6%	171	\$559,000	\$541,000	3.3%	\$469,500	19.1%
YEERONGPILLY	1	N/A	N/A	17	N/A	\$690,000	N/A	\$610,000	N/A
YERONGA	16	N/A	N/A	61	\$1,045,000	\$754,250	38.5%	\$737,500	41.7%
ZILLMERE	23	\$495,000	1.5%	96	\$485,000	\$462,500	4.9%	\$435,000	11.5%

## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BRISBANE (LGA)	1538	\$420,000	-0.5%	6556	\$418,000	\$415,000	0.7%	\$450,000	-7.1%
ALBION	10	N/A	N/A	38	\$390,000	\$390,000	0.0%	\$419,000	-6.9%
ALDERLEY	14	N/A	N/A	47	\$425,000	\$377,500	12.6%	\$477,500	-11.0%
ALGESTER	6	N/A	N/A	22	\$291,000	\$289,000	0.7%	\$303,000	-4.0%
ANNERLEY	26	\$412,500	-3.1%	94	\$419,000	\$349,500	19.9%	\$391,000	7.2%
ASCOT	19	N/A	N/A	89	\$437,500	\$473,500	-7.6%	\$426,000	2.7%
ASHGROVE	10	N/A	N/A	42	\$430,000	\$422,500	1.8%	\$465,000	-7.5%
ASPLEY	3	N/A	N/A	27	\$380,000	\$390,000	-2.6%	\$375,000	1.3%
AUCHENFLOWER	9	N/A	N/A	55	\$430,000	\$461,000	-6.7%	\$457,500	-6.0%
BALMORAL	11	N/A	N/A	29	\$510,000	\$472,500	7.9%	\$529,250	-3.6%
BARDON	5	N/A	N/A	26	\$790,000	\$600,000	31.7%	\$579,000	36.4%
BOWEN HILLS	14	N/A	N/A	64	\$382,500	\$370,000	3.4%	\$440,000	-13.1%
BRACKEN RIDGE	4	N/A	N/A	29	\$310,000	\$315,000	-1.6%	\$322,250	-3.8%
BRISBANE CITY	67	\$417,000	-2.9%	357	\$459,000	\$495,000	-7.3%	\$500,000	-8.2%
BULIMBA	22	\$730,000	-2.9%	99	\$649,500	\$660,000	-1.6%	\$600,000	8.3%
CALAMVALE	22	\$348,750	0.3%	99	\$351,000	\$340,944	2.9%	\$390,000	-10.0%
CAMP HILL	11	N/A	N/A	46	\$467,500	\$470,000	-0.5%	\$442,250	5.7%
CANNON HILL	14	N/A	N/A	40	\$447,000	\$435,000	2.8%	\$460,000	-2.8%
CARINA	22	\$436,750	0.0%	100	\$440,000	\$445,000	-1.1%	\$465,000	-5.4%
CARINA HEIGHTS	16	N/A	N/A	65	\$469,500	\$450,000	4.3%	\$478,210	-1.8%
CARINDALE	4	N/A	N/A	24	\$440,000	\$460,000	-4.3%	\$525,000	-16.2%
CARSELDINE	17	N/A	N/A	49	\$366,500	\$364,000	0.7%	\$382,000	-4.1%
CHERMESIDE	26	\$392,500	1.4%	138	\$365,000	\$380,000	-3.9%	\$427,000	-14.5%
CLAYFIELD	41	\$360,000	0.0%	141	\$350,000	\$354,000	-1.1%	\$380,000	-7.9%
COORPAROO	38	\$396,250	2.0%	156	\$382,500	\$369,000	3.7%	\$405,000	-5.6%
CORINDA	8	N/A	N/A	21	\$399,500	\$392,500	1.8%	\$430,000	-7.1%
EAST BRISBANE	11	N/A	N/A	47	\$375,000	\$381,500	-1.7%	\$425,000	-11.8%
EIGHT MILE PLAINS	11	N/A	N/A	62	\$378,000	\$375,000	0.8%	\$445,000	-15.1%
ENOGERA	7	N/A	N/A	30	\$421,000	\$334,500	25.9%	\$394,250	6.8%
EVERTON PARK	15	N/A	N/A	75	\$381,000	\$364,000	4.7%	\$437,500	-12.9%
FAIRFIELD	3	N/A	N/A	24	\$442,500	\$377,250	17.3%	\$435,000	1.7%
FORTITUDE VALLEY	27	\$372,500	0.0%	156	\$385,000	\$388,500	-0.9%	\$455,925	-15.6%
GAYTHORNE	7	N/A	N/A	26	\$372,000	\$393,750	-5.5%	\$440,000	-15.5%
GORDON PARK	8	N/A	N/A	33	\$347,500	\$314,166	10.6%	\$410,000	-15.2%
GREENSLOPES	27	\$367,500	0.0%	95	\$356,750	\$390,000	-8.5%	\$410,000	-13.0%
HAMILTON	27	\$507,500	0.1%	111	\$475,500	\$477,500	-0.4%	\$560,000	-15.1%
HAWTHORNE	9	N/A	N/A	48	\$484,280	\$497,500	-2.7%	\$558,250	-13.3%
HIGHGATE HILL	14	N/A	N/A	40	\$567,500	\$532,500	6.6%	\$623,000	-8.9%
INDOOROOPIILLY	19	N/A	N/A	88	\$465,000	\$445,000	4.5%	\$532,000	-12.6%
KANGAROO POINT	39	\$557,500	2.1%	185	\$480,000	\$470,000	2.1%	\$510,000	-5.9%
KEDRON	10	N/A	N/A	39	\$362,000	\$415,000	-12.8%	\$455,000	-20.4%
KELVIN GROVE	15	N/A	N/A	78	\$392,500	\$412,500	-4.8%	\$480,000	-18.2%
LUTWYCHE	11	N/A	N/A	43	\$434,500	\$425,000	2.2%	\$478,553	-9.2%
MANLY WEST	10	N/A	N/A	39	\$390,000	\$395,000	-1.3%	\$390,000	0.0%
MILTON	5	N/A	N/A	30	\$487,000	\$445,000	9.4%	\$574,000	-15.2%
MITCHELTON	9	N/A	N/A	20	\$385,000	\$408,500	-5.8%	\$425,750	-9.6%
MOOROOKA	15	N/A	N/A	76	\$366,000	\$335,000	9.3%	\$420,000	-12.9%
MORNINGSIDE	46	\$459,000	-1.4%	131	\$461,500	\$451,350	2.2%	\$489,500	-5.7%
MOUNT GRAVATT EAST	20	\$443,000	6.1%	67	\$435,000	\$396,100	9.8%	\$451,000	-3.5%
MURARRIE	7	N/A	N/A	26	\$577,500	\$505,500	14.2%	\$455,800	26.7%
NEW FARM	57	\$610,000	2.8%	214	\$607,500	\$565,000	7.5%	\$570,000	6.6%
NEWMARKET	8	N/A	N/A	28	\$430,000	\$415,000	3.6%	\$433,250	-0.8%
NEWSTEAD	25	\$650,000	2.8%	111	\$650,000	\$602,500	7.9%	\$543,500	19.6%
NORMAN PARK	6	N/A	N/A	23	\$488,500	\$535,000	-8.7%	\$476,000	2.6%
NORTHGATE	10	N/A	N/A	28	\$362,500	\$381,500	-5.0%	\$424,900	-14.7%
NUNDAH	49	\$367,500	-2.1%	172	\$370,000	\$375,000	-1.3%	\$416,500	-11.2%

## SALES MARKET - UNITS & TOWNHOUSES (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
OXLEY	10	N/A	N/A	26	\$345,000	\$340,000	1.5%	\$363,000	-5.0%
PADDINGTON	14	N/A	N/A	50	\$501,750	\$460,000	9.1%	\$528,000	-5.0%
RED HILL	5	N/A	N/A	34	\$455,000	\$456,500	-0.3%	\$484,000	-6.0%
RICHLANDS	3	N/A	N/A	24	\$270,000	\$283,000	-4.6%	\$348,000	-22.4%
RUNCORN	18	N/A	N/A	51	\$320,000	\$333,000	-3.9%	\$350,000	-8.6%
SHERWOOD	20	\$385,000	-1.7%	59	\$408,000	\$402,500	1.4%	\$448,500	-9.0%
SOUTH BRISBANE	31	\$515,000	0.9%	190	\$475,000	\$505,000	-5.9%	\$535,000	-11.2%
SPRING HILL	34	\$383,000	-0.7%	102	\$397,000	\$380,000	4.5%	\$459,500	-13.6%
ST LUCIA	15	N/A	N/A	117	\$424,750	\$499,000	-14.9%	\$499,000	-14.9%
STAFFORD	13	N/A	N/A	49	\$357,000	\$374,000	-4.5%	\$445,500	-19.9%
SUNNYBANK HILLS	5	N/A	N/A	28	\$345,000	\$336,650	2.5%	\$352,500	-2.1%
TAIGUM	13	N/A	N/A	52	\$321,500	\$310,000	3.7%	\$385,000	-16.5%
TARINGA	30	\$428,750	2.3%	137	\$404,000	\$390,000	3.6%	\$435,250	-7.2%
TENERIFFE	38	\$610,000	0.2%	168	\$570,000	\$565,250	0.8%	\$572,000	-0.3%
TINGALPA	11	N/A	N/A	38	\$360,000	\$361,250	-0.3%	\$365,000	-1.4%
TOOWONG	31	\$445,000	0.7%	137	\$433,000	\$425,000	1.9%	\$465,000	-6.9%
UPPER MOUNT GRAVATT	10	N/A	N/A	46	\$385,000	\$379,000	1.6%	\$457,000	-15.8%
WAKERLEY	5	N/A	N/A	27	\$397,000	\$422,500	-6.0%	\$408,500	-2.8%
WEST END	45	\$512,125	-1.1%	147	\$503,250	\$540,000	-6.8%	\$565,000	-10.9%
WINDSOR	11	N/A	N/A	52	\$390,000	\$396,500	-1.6%	\$486,000	-19.8%
WISHART	9	N/A	N/A	26	\$407,500	\$394,000	3.4%	\$385,000	5.8%
WOOLLOONGABBA	16	N/A	N/A	58	\$410,000	\$410,088	0.0%	\$517,000	-20.7%
WOOLLOOWIN	10	N/A	N/A	38	\$344,250	\$330,000	4.3%	\$465,000	-26.0%
WYNNUM	14	N/A	N/A	61	\$432,000	\$420,500	2.7%	\$455,900	-5.2%
WYNNUM WEST	12	N/A	N/A	47	\$345,000	\$345,250	-0.1%	\$350,000	-1.4%
YERONGA	9	N/A	N/A	53	\$440,000	\$428,750	2.6%	\$475,000	-7.4%
YEERONGPILLY	6	N/A	N/A	31	\$435,000	N/A	N/A	\$428,750	1.5%
ZILLMERE	9	N/A	N/A	57	\$316,250	\$308,000	2.7%	\$359,000	-11.9%

## SALES MARKET - VACANT LAND <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
BRISBANE (LGA)	175	\$417,000	0.0%	1251	\$405,000	\$405,000	0.0%	\$365,000	11.0%
BRISBANE (LGA) ^	21	\$897,500	-3.5%	62	\$900,000	\$1,098,669	-18.1%	\$805,000	11.8%
BRACKEN RIDGE	2	N/A	N/A	20	\$357,500	\$352,000	1.6%	\$294,500	21.4%
BRIDGEMAN DOWNS	5	N/A	N/A	69	\$438,600	\$415,000	5.7%	\$395,000	11.0%
DOOLANDELLA	3	N/A	N/A	33	\$310,000	\$270,000	14.8%	\$265,000	17.0%
ELLEN GROVE	1	N/A	N/A	31	\$282,900	\$281,400	0.5%	N/A	N/A
HEMMANT	13	N/A	N/A	78	\$397,000	\$405,000	-2.0%	\$315,000	26.0%
OXLEY	4	N/A	N/A	22	\$390,000	\$388,000	0.5%	\$335,000	16.4%
PALLARA	27	\$317,900	0.7%	242	\$312,200	\$299,000	4.4%	N/A	N/A
ROCHEDALE	9	N/A	N/A	56	\$555,694	\$465,000	19.5%	\$443,000	25.4%
RUNCORN	2	N/A	N/A	29	\$418,500	N/A	N/A	\$528,000	-20.7%
UPPER KEDRON	6	N/A	N/A	61	\$403,000	\$415,000	-2.9%	\$329,000	22.5%
WAKERLEY	2	N/A	N/A	22	\$446,000	\$455,000	-2.0%	N/A	N/A
WYNNUM	5	N/A	N/A	20	\$400,000	\$410,000	-2.4%	\$330,000	21.2%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
	BRISBANE CITY	\$445	2519	\$430	2382	\$420	2885
	Bayside	\$450	122	\$430	115	\$420	142
4178	Lindum/Lytton/Wynnum	\$450	86	\$430	71	\$420	104
4179	Lota/Manly	\$480	36	\$430	44	\$415	38
	City - Inner	\$550	181	\$550	194	\$550	236
4000	Brisbane City/Spring Hill	\$570	22	\$615	14	\$595	23
4005	New Farm/Teneriffe	\$750	15	\$900	17	\$550	25
4006	Bowen Hills/Valley/Herston/Newstead	\$495	13	\$500	14	\$590	9
4064	Milton/Paddington/Rosalie	\$580	40	\$605	37	\$570	54
4066	Auchenflower/MtCoatha/Toowong	\$500	23	\$495	21	\$510	37
4067	Ironside/St Lucia	\$535	5	\$635	8	\$450	5
4101	Highgate Hill/South Bris/West End	\$518	28	\$520	21	\$585	30
4102	Buranda/Dutton Park/Wooloongabba	\$550	13	\$525	29	\$480	21
4169	East Bris/Kangaroo Point	\$530	22	\$550	33	\$545	32
	North - Inner	\$503	244	\$473	232	\$455	324
4007	Ascot/Hamilton	\$675	8	\$530	11	\$555	14
4010	Albion/Breakfast Creek	N/A	3	N/A	4	\$495	14
4011	Clayfield/Hendra	\$538	22	\$550	20	\$500	40
4012	Nundah/Toombul/Wavell Heights	\$483	48	\$450	58	\$430	83
4030	Lutwyche/Windsor/Wooloowin	\$505	54	\$490	35	\$475	46
4031	Gordon Park/Kedron	\$490	35	\$453	38	\$450	53
4051	Alderley/Enoggera/Gaythorne/Grange/Newmarket/Wilston	\$510	74	\$475	66	\$450	74
	North - Outer	\$430	339	\$400	337	\$400	405
4013	Northgate	\$410	15	\$390	14	\$430	15
4014	Banyo/Nudgee/Virginia	\$478	36	\$425	35	\$410	43
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$435	65	\$395	79	\$395	106
4018	Fitzgibbon/Taigum	\$420	39	\$415	31	\$395	31
4032	Chermside/Craigslea	\$420	51	\$418	50	\$400	57
4034	Aspley/Boondal/Geebung/Zillmere	\$430	119	\$400	108	\$400	139
4036	Bald Hills	\$368	14	\$378	20	\$360	14
	North West - Inner	\$550	99	\$550	79	\$525	91
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$550	50	\$573	40	\$540	36
4060	Ashgrove/Darrington/St Johns Wood	\$500	30	\$495	21	\$520	36
4065	Bardon/Jubilee/Rainworth	\$550	19	\$529	18	\$485	19
	North West - Outer	\$450	230	\$450	255	\$420	263
4053	Brookside/Everton Park/McDowall/Stafford	\$450	154	\$450	164	\$415	166
4054	Arana Hills/Kepperra	\$438	50	\$425	67	\$410	57
4061	The Gap	\$455	26	\$500	24	\$460	40
	South - Inner	\$448	322	\$440	271	\$430	342
4103	Annerley/Fairfield	\$470	39	\$460	35	\$450	43
4104	Yeronga	\$460	13	\$490	8	\$450	10
4105	Clifton Hill/Moorooka/Tennyson	\$460	31	\$415	36	\$425	48
4120	Greenslopes/Stones Corner	\$499	19	\$490	11	\$470	24
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$450	78	\$470	65	\$450	76
4122	Mansfield/Mt Gravatt/Wishart	\$425	140	\$420	114	\$400	140
	South - Outer	\$400	316	\$390	277	\$390	333
4106	Brisbane Market/Rocklea	\$398	18	\$385	8	\$350	10
4107	Salisbury	\$410	28	\$383	22	\$390	27
4108	Archerfield/Coopers Plains	\$388	30	\$390	25	\$390	28
4109	Altandi/Macgregor/Robertson/Sunnybank	\$415	105	\$400	88	\$400	116
4110	Acacia Ridge/Larapinta/Willawong	\$360	37	\$360	49	\$350	38
4112	Kuraby	\$370	11	N/A	2	\$360	10
4113	Eight Miles Plains/Runcorn	\$395	44	\$400	49	\$390	67
4115	Algester/Parkinson	\$400	29	\$390	19	\$390	18
4116	Calamvale/Drewvale/Stretton	\$410	14	\$420	15	\$420	19
	South East - Inner	\$480	255	\$460	243	\$475	304
4151	Coorparoo	\$495	27	\$483	28	\$490	35
4152	Camp Hill/Carina/Carindale	\$475	96	\$450	95	\$465	120
4170	Cannon Hill/Morningside/Norman Park	\$480	78	\$480	72	\$475	91
4171	Balmoral/Bulimba/Hawthorne	\$540	34	\$510	29	\$520	45
4172	Murarie	\$448	20	\$440	19	\$400	13

RENTAL MARKET - 3 BED HOUSES (CONT'D)							
POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>South East - Outer</b>	<b>\$450</b>	<b>36</b>	<b>\$450</b>	<b>35</b>	<b>\$440</b>	<b>41</b>
4153	Belmont	\$450	9	N/A	1	\$450	10
4154	Gumdale/Ransome/Wakerley	N/A	4	N/A	4	\$475	5
4173	Tingalpa	\$450	13	\$450	23	\$420	17
4174	Doboy/Hemant	\$470	9	\$450	6	\$360	5
	<b>South West - Inner</b>	<b>\$455</b>	<b>89</b>	<b>\$465</b>	<b>93</b>	<b>\$450</b>	<b>103</b>
4068	Chelmer/Indooroopilly/Taringa	\$465	38	\$485	37	\$450	31
4075	Corinda/Graceville/Oxley/Sherwood	\$450	51	\$463	56	\$440	72
	<b>South West - Outer</b>	<b>\$370</b>	<b>286</b>	<b>\$370</b>	<b>251</b>	<b>\$365</b>	<b>301</b>
4069	Brookfield/Chapel Hill/Kenmore	\$490	39	\$455	24	\$460	35
4070	Anstead/Bellbowrie/Moggill	N/A	3	\$425	7	\$400	8
4073	Seventeen Mile Rocks/Sinnamon Park	\$450	15	\$420	9	\$380	14
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$425	34	\$428	44	\$390	67
4076	Darra/Wacol	\$350	21	\$350	21	\$330	22
4077	Doolandella/Durack/Inala/Richlands	\$340	98	\$330	71	\$335	76
4078	Forest Lake/Carole Park	\$370	76	\$360	75	\$360	79

BRISBANE LGA

BRISBANE LGA HOUSE SALES

Mar-20

Jun-20

Sep-20 \*

64

78

61

<\$350K

346

327

269

\$350K+

2,066

1,876

1,740

\$500K+

591

473

472

\$1M+

\*Preliminary data

Houses<2400m²

BRISBANE LGA UNIT SALES

Mar-20

Jun-20

Sep-20 \*

495

388

355

<\$350K

755

576

640

\$350K+

416

328

370

\$500K+

80

52

55

\$1M+

\*Preliminary data

BRISBANE LGA LAND SALES

Mar-20

Jun-20

Sep-20 \*

110

111

42

<\$350k

164

137

75

\$350K+

64

74

48

\$500K+

9

13

13

\$1M+

\*Preliminary data

RENTAL MARKET - 2 BED UNITS							
POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>BRISBANE CITY</b>	<b>\$425</b>	<b>6605</b>	<b>\$430</b>	<b>5301</b>	<b>\$400</b>	<b>4716</b>
	<b>Bayside</b>	<b>\$378</b>	<b>66</b>	<b>\$370</b>	<b>63</b>	<b>\$320</b>	<b>51</b>
4178	Lindum/Lytton/Wynnum	\$395	48	\$365	45	\$310	36
4179	Lota/Manly	\$335	18	\$375	18	\$370	15
	<b>City - Inner</b>	<b>\$470</b>	<b>3420</b>	<b>\$500</b>	<b>2410</b>	<b>\$495</b>	<b>1924</b>
4000	Brisbane City/Spring Hill	\$460	643	\$550	385	\$580	365
4005	New Farm/Teneriffe	\$500	261	\$500	241	\$500	359
4006	Bowen Hills/Valley/Herston/Newstead	\$470	906	\$485	600	\$495	254
4064	Milton/Paddington/Rosalie	\$450	94	\$450	59	\$410	64
4066	Auchenflower/MtCootha/Toowong	\$418	260	\$420	220	\$390	183
4067	Ironside/St Lucia	\$370	93	\$420	112	\$430	125
4101	Highgate Hill/South Bris/West End	\$500	676	\$530	444	\$500	284
4102	Buranda/Dutton Park/Wooloongabba	\$460	208	\$495	149	\$450	84
4169	East Bris/Kangaroo Point	\$470	279	\$499	198	\$490	206
	<b>North - Inner</b>	<b>\$390</b>	<b>1082</b>	<b>\$390</b>	<b>953</b>	<b>\$360</b>	<b>924</b>
4007	Ascot/Hamilton	\$450	230	\$450	210	\$420	172
4010	Albion/Breakfast Creek	\$453	64	\$450	48	\$375	28
4011	Clayfield/Hendra	\$350	117	\$340	114	\$345	128
4012	Nundah/Toombul/Wavell Heights	\$380	204	\$370	185	\$390	237
4030	Lutwyche/Windsor/Wooloowin	\$393	258	\$400	212	\$340	140
4031	Gordon Park/Kedron	\$355	88	\$365	77	\$325	77
4051	Alderley/Enoggera/Gaythorne/Grange/Newmarket/Wilston	\$350	121	\$370	107	\$350	142
	<b>North - Outer</b>	<b>\$370</b>	<b>266</b>	<b>\$365</b>	<b>255</b>	<b>\$350</b>	<b>263</b>
4013	Northgate	\$348	22	\$313	18	\$310	25
4014	Banyo/Nudgee/Virginia	\$370	9	N/A	4	N/A	4
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$338	16	\$280	8	\$305	25
4018	Fitzgibbon/Taigum	\$348	12	\$330	7	\$350	13
4032	Chermside/Craiglea	\$400	132	\$390	142	\$350	103
4034	Aspley/Boondal/Geebung/Zillmere	\$348	74	\$350	75	\$350	92
	<b>North West - Inner</b>	<b>\$403</b>	<b>196</b>	<b>\$428</b>	<b>158</b>	<b>\$435</b>	<b>187</b>
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$410	145	\$450	102	\$485	134
4060	Ashgrove/Dorrington/St Johns Wood	\$383	36	\$390	38	\$360	40
4065	Bardon/Jubilee/Rainworth	\$320	15	\$373	18	\$300	13
	<b>North West - Outer</b>	<b>\$380</b>	<b>109</b>	<b>\$380</b>	<b>95</b>	<b>\$375</b>	<b>110</b>
4053	Brookside/Everton Park/McDowall/Stafford	\$380	106	\$370	89	\$375	107
	<b>South - Inner</b>	<b>\$373</b>	<b>518</b>	<b>\$380</b>	<b>497</b>	<b>\$365</b>	<b>403</b>
4103	Annerley/Fairfield	\$330	107	\$345	91	\$350	105
4104	Yeronga	\$333	28	\$370	24	\$370	26
4105	Clifton Hill/Moorooka/Tennyson	\$360	75	\$345	63	\$350	67
4111	Nathan	\$280	5	N/A	4	N/A	4
4120	Greenslopes/Stones Corner	\$360	107	\$383	128	\$360	86
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$365	43	\$360	37	\$350	42
4122	Mansfield/Mt Gravatt/Wishart	\$410	153	\$420	150	\$410	73
	<b>South - Outer</b>	<b>\$380</b>	<b>77</b>	<b>\$385</b>	<b>68</b>	<b>\$335</b>	<b>60</b>
4106	Brisbane Market/Rocklea	N/A	2	N/A	2	\$300	5
4108	Archerfield/Coopers Plains	\$390	23	\$400	14	\$400	20
4109	Altandi/Macgregor/Robertson/Sunnybank	\$360	24	\$420	19	\$390	14
4113	Eight Miles Plains/Runcorn	\$385	17	\$428	18	\$375	5
4115	Algester/Parkinson	\$290	5	\$295	7	\$290	8
	<b>South East - Inner</b>	<b>\$400</b>	<b>547</b>	<b>\$395</b>	<b>493</b>	<b>\$390</b>	<b>490</b>
4151	Coorparoo	\$380	195	\$370	183	\$360	177
4152	Camp Hill/Carina/Carindale	\$385	61	\$383	38	\$360	43
4170	Cannon Hill/Morningside/Norman Park	\$410	173	\$420	155	\$390	105
4171	Balmoral/Bulimba/Hawthorne	\$410	107	\$413	104	\$450	149
4172	Murrarie	\$425	11	\$420	13	\$410	16
	<b>South East - Outer</b>	<b>\$340</b>	<b>7</b>	<b>\$355</b>	<b>7</b>	<b>\$300</b>	<b>6</b>
4173	Tingalpa	\$343	6	N/A	4	N/A	4
	<b>South West - Inner</b>	<b>\$390</b>	<b>303</b>	<b>\$400</b>	<b>294</b>	<b>\$385</b>	<b>270</b>
4068	Chelmer/Indooroopilly/Taringa	\$383	228	\$400	227	\$390	214
4075	Corinda/Graceville/Oxley/Sherwood	\$395	75	\$400	67	\$364	56
	<b>South West - Outer</b>	<b>\$335</b>	<b>14</b>	<b>\$310</b>	<b>8</b>	<b>\$320</b>	<b>28</b>
4069	Brookfield/Chapel Hill/Kenmore	\$350	5	N/A	1	N/A	4
4076	Darra/Wacol	N/A	2	N/A	3	\$240	6
4077	Doolandella/Durack/Inala/Richlands	N/A	2	N/A	1	\$290	8
4078	Forest Lake/Carole Park	N/A	2	N/A	3	\$330	10

50 | QUEENSLAND MARKET MONITOR • DECEMBER 2020 | ISSUE 48

REPORTING ON THE SEPTEMBER QUARTER 2020

REIQ.com





## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>BRISBANE CITY</b>	<b>\$425</b>	<b>1804</b>	<b>\$420</b>	<b>1656</b>	<b>\$415</b>	<b>1715</b>
	<b>Bayside</b>	<b>\$420</b>	<b>93</b>	<b>\$410</b>	<b>91</b>	<b>\$400</b>	<b>144</b>
4178	Lindum/Lytton/Wynnum	\$410	62	\$408	56	\$410	103
4179	Lota/Manly	\$440	31	\$420	35	\$395	41
	<b>City - Inner</b>	<b>\$565</b>	<b>68</b>	<b>\$600</b>	<b>64</b>	<b>\$610</b>	<b>65</b>
4000	Brisbane City/Spring Hill	N/A	3	N/A	N/A	\$600	7
4005	New Farm/Teneriffe	\$695	12	\$725	6	\$690	9
4006	Bowen Hills/Valley/Herston/Newstead	\$650	7	\$590	6	\$490	11
4064	Milton/Paddington/Rosalie	\$530	9	\$680	7	\$595	7
4066	Auchenflower/MtCootha/Toowong	\$530	11	\$550	13	\$640	5
4067	Ironside/St Lucia	\$563	6	\$550	13	\$610	10
4101	Highgate Hill/South Bris/West End	\$550	9	\$640	14	N/A	3
4169	East Bris/Kangaroo Point	\$543	10	N/A	4	\$620	9
	<b>North - Inner</b>	<b>\$515</b>	<b>168</b>	<b>\$500</b>	<b>108</b>	<b>\$490</b>	<b>114</b>
4007	Ascot/Hamilton	\$585	19	\$590	18	\$550	13
4011	Clayfield/Hendra	\$538	12	\$600	5	\$520	13
4012	Nundah/Toombul/Wavell Heights	\$505	32	\$475	26	\$470	20
4030	Lutwyche/Windsor/Woolloowin	\$510	13	\$500	11	\$490	13
4031	Gordon Park/Kedron	\$500	23	\$500	17	\$460	27
4051	Alderley/Enoggera/Gaythorne/Grange/ Newmarket/Wilston	\$500	68	\$500	28	\$490	24
	<b>North - Outer</b>	<b>\$400</b>	<b>224</b>	<b>\$395</b>	<b>188</b>	<b>\$390</b>	<b>196</b>
4013	Northgate	\$490	10	\$438	8	\$430	11
4014	Banyo/Nudgee/Virginia	\$465	7	N/A	4	\$450	7
4017	Bracken Ridge/Brighton/Deagon/Sandgate	\$380	35	\$380	33	\$370	42
4018	Fitzgibbon/Taigum	\$400	52	\$398	46	\$370	32
4032	Chermside/Craigslea	\$448	48	\$420	24	\$425	28
4034	Aspley/Boondal/Geebung/Zillmere	\$390	63	\$390	65	\$400	67
4036	Bald Hills	\$385	9	\$360	8	\$365	9
	<b>North West - Inner</b>	<b>\$575</b>	<b>12</b>	<b>\$600</b>	<b>9</b>	<b>\$510</b>	<b>16</b>
4059	Ballymore/Ithaca/Kelvin Grove/Red Hill	\$550	8	N/A	3	\$570	7
4060	Ashgrove/Dorrington/St Johns Wood	N/A	1	N/A	4	\$450	6
4065	Bardon/Jubilee/Rainworth	N/A	3	N/A	2	N/A	3
	<b>North West - Outer</b>	<b>\$490</b>	<b>101</b>	<b>\$490</b>	<b>93</b>	<b>\$420</b>	<b>46</b>
4053	Brookside/Everton Park/McDowall/Stafford	\$490	90	\$488	80	\$420	37
4054	Arana Hills/Keperra	N/A	3	\$455	6	\$400	7
4061	The Gap	\$500	8	\$525	7	N/A	2

## RENTAL MARKET - 3 BED TOWNHOUSES (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>South - Inner</b>	<b>\$465</b>	<b>167</b>	<b>\$450</b>	<b>135</b>	<b>\$450</b>	<b>155</b>
4103	Annerley/Fairfield	\$495	42	\$500	21	\$480	29
4104	Yeronga	\$495	14	\$495	12	\$500	11
4105	Clifton Hill/Moorooka/Tennyson	\$450	16	\$450	17	\$420	12
4120	Greenslopes/Stones Corner	\$540	20	\$480	12	\$465	18
4121	Ekibin/Holland Park/Tarragindi/Wellers Hill	\$450	15	\$450	11	\$430	9
4122	Mansfield/Mt Gravatt/Wishart	\$430	60	\$440	62	\$430	75
	<b>South - Outer</b>	<b>\$400</b>	<b>372</b>	<b>\$400</b>	<b>378</b>	<b>\$400</b>	<b>395</b>
4107	Salisbury	\$455	10	\$425	9	\$505	6
4108	Archerfield/Coopers Plains	\$485	10	\$495	10	N/A	2
4109	Altandi/Macgregor/Robertson/Sunnybank	\$420	56	\$410	54	\$415	75
4110	Acacia Ridge/Larapinta/Willawong	\$360	21	\$363	18	\$350	8
4112	Kuraby	\$380	21	\$383	22	\$385	18
4113	Eight Miles Plains/Runcorn	\$405	117	\$405	112	\$410	145
4115	Algerster/Parkinson	\$395	32	\$388	40	\$375	27
4116	Calamvale/Drewvale/Stretton	\$400	105	\$390	112	\$385	112
	<b>South East - Inner</b>	<b>\$520</b>	<b>248</b>	<b>\$510</b>	<b>221</b>	<b>\$480</b>	<b>241</b>
4151	Coorparoo	\$535	15	\$520	21	\$500	21
4152	Camp Hill/Carina/Carindale	\$480	103	\$480	82	\$450	114
4170	Cannon Hill/Morningside/Norman Park	\$520	75	\$515	75	\$500	61
4171	Balmoral/Bulimba/Hawthorne	\$650	39	\$620	33	\$595	38
4172	Murarie	\$555	16	\$555	10	\$530	7
	<b>South East - Outer</b>	<b>\$415</b>	<b>47</b>	<b>\$418</b>	<b>40</b>	<b>\$415</b>	<b>59</b>
4153	Belmont	\$425	5	N/A	4	\$430	10
4154	Gumdale/Ransome/Wakerley	\$420	22	\$415	22	\$410	33
4173	Tingalpa	\$400	15	\$418	12	\$399	16
4174	Doboy/Hemant	N/A	4	N/A	1	N/A	0
	<b>South West - Inner</b>	<b>\$475</b>	<b>49</b>	<b>\$440</b>	<b>74</b>	<b>\$400</b>	<b>62</b>
4068	Chelmer/Indooroopilly/Taringa	\$500	19	\$500	29	\$510	11
4075	Corinda/Graceville/Oxley/Sherwood	\$413	30	\$420	45	\$400	51
	<b>South West - Outer</b>	<b>\$360</b>	<b>255</b>	<b>\$360</b>	<b>255</b>	<b>\$360</b>	<b>222</b>
4069	Brookfield/Chapel Hill/Kenmore	\$595	8	\$600	9	N/A	3
4073	Seventeen Mile Rocks/Sinnamon Park	N/A	3	\$415	5	\$400	14
4074	Jindalee/MtOmmaney/Sumner/Westlake	\$453	12	\$403	6	\$480	19
4076	Darra/Wacol	\$390	8	\$380	7	\$375	15
4077	Doolandella/Durack/Inala/Richlands	\$360	181	\$360	177	\$355	130
4078	Forest Lake/Carole Park	\$354	43	\$350	51	\$365	39



## EMPLOYMENT MARKET

### GOLD COAST



Unemployment Rate

**4.8%**



Participation Rate

**69.9%**

## HOUSE MARKET (<2400M<sup>2</sup>)



Quarter median price

**\$650,000**



Annual median price

**\$640,000**



Annual volume of sales

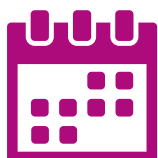
**6,959**



Annual median price 5yrs ago

**\$535,000**

## HOUSE MARKET ALL



Median days on market

**39 Days**



Median vendor discount

**-3.1%**



Stock on market

**7.9%**

## A Golden Outlook

**Like many others around the state, property stakeholders on the Gold Coast had a far more successful year than they may have envisaged way back in March.**

It seems the drive for lifestyle over proximity to work has resulted in increased demand for housing in our glitter region.

“The Gold Coast has great appeal for those who don’t need you go to a CBD like Brisbane every day of the week,” said REIQ Gold Coast zone chair, Andrew Henderson.

“Over the last six to eight weeks the market has changed significantly to where we’re seeing some really strong price growth and a lot more demand.

“It’s a pretty broad spectrum of buyers — locals, people moving down from Brisbane who don’t need to go to their office every day of the week, and there’s a degree of interstate movement too.

“There’s plenty of depth to the buyer pool, but there’s still a limited amount of stock for sale and that’s creating competition.”

And while activity has been particularly strong in recent weeks, our QMM numbers to the end of September were a precursor of this strengthening market.

House and unit prices rose across both the 12-month and the September 2020 quarter periods.

### Regional Economy and Investment

There is plenty of infrastructure and building activity helping bolster the Gold Coast’s economy.

“Light rail is one project of note,” said Henderson.

“Also, areas like the Casino doing high-end developments including 5-star accommodation is a real positive.”

In addition, the state government have looked to invest in the region.

One example is a recently announced commitment of \$31.5 million toward the Gold Coast Turf Club redevelopment.

The State government said the project would include an all-weather synthetic track, a full refurbishment of the racing surfaces, lights and the development of a tunnel.

“Most importantly, the redevelopment is odds on to support about 330 jobs during the construction phase alone,” said Queensland’s Racing Minister, Stirling Hinchliffe.

“There are already almost 1100 jobs on the Gold Coast alone that depend on the racing industry, from trainers and jockeys through to hospitality workers, farriers and equine nurses.”

In addition, expenditure on road upgrades — especially to our major highway — are locked in.

The State government recently announced a \$755 million commitment to build the 16-kilometre Stage One of the Coomera Connector — popularly known as the ‘second M1’ — between Nerang and Coomera.

According to the government, funding for the second M1 will support over 700 jobs, and is the centrepiece of their \$830 million Gold Coast roads infrastructure and jobs package that also includes funding to upgrade Exit 45 at Ormeau, the Coomera park ‘n’ ride and the Currumbin Creek Road/Bienvenue Street intersection.

Queensland Premier, Annastacia Palaszczuk said construction on the second M1 would start within 12 months.

### House Market (<2400m<sup>2</sup>)

The Gold Coast housing market has passed the bottom of the price cycle, and is in a ‘recovering’ phase.





## UNIT MARKET



Quarter  
median price ↑  
**\$425,000**



Annual  
median price ↑  
**\$420,000**



Annual volume  
of sales ↓  
**6,260**



Annual median  
price 5 yrs ago ↑  
**\$374,000**

The Gold Coast's annual house price rose 3.2 per cent for the year to September, coming in at \$640,000 across 6959 transactions.

Prices rose modestly over the September quarter, reflecting a 0.8 per cent gain to \$650,000 across 6,959 transactions.

"Detached housing is popular and has seen the most price growth across the board," said Henderson.

"Older established areas by the beach have become really popular and the quality of the building going in is great. Gentrification has been enormous.

"Even further west, in suburbs like Parkwood and Arundel. These are now 30-year-old suburbs, but there's plenty of renovation happening with money being spent."

### General Activity

Henderson said heightened buyer demand was obvious with increased attendances at open homes and more registered bidders at auctions.

While a fall in listings numbers kept prices buoyant, vendor's have remained cautious about selling.

"The problem with getting more listings is that people haven't been able to secure a home to move to, so they don't want to sell what they've got. It's a catch-22 because we need more stock, to generate momentum and see owner sell."

Total annual house listing numbers fell to 10,883 for the year ending in September – a drop of 12.7 per cent on the previous year's listings.

Median days on market fell substantively to 39 – this is 12 days down compared to last year's measure.

The median vendor discount for the year of -3.1 per cent which, reflected a tightening on the -4.1 per cent discount recorded last year.

### Unit Market

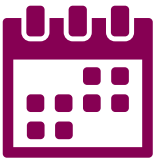
Henderson said the unit market on the Gold Coast is proving attractive to owner occupiers.

"There are a number of high rises under construction by well-funded, well-established development companies like Sunland and Mosaic which are renowned for putting out a high-quality product. They're really targeting owner-occupiers and moving away from the holiday market. They're producing larger units and getting good prices," said Henderson.





## UNIT MARKET



Median days on market

**54 Days**



Median vendor discount

**-3.8%**



Stock on market

**6.9%**

## RENTAL MARKET



Vacancy Rates

**1.3%**



House Yields

**4.0%**



Unit Yields

**5.5%**

**“We’re getting plenty of demand for anything that’s been refurbished and a bit modern. We’re getting multiple, good-quality tenant applications and we’re seeing definite price growth in rentals,” Henderson said.**



The unit and townhouse median price rose 0.5 per cent over the quarter, coming in at \$425,000 across 1457 transactions.

For the year to September, the annual median price rose by 1.8 per cent to \$420,000. This was across a total of 6260 sales.

Listing numbers for the year to September were 8340 – a notable reduction of 12.6 per cent on the previous year’s result of 9546.

The stock on market figure also decreased notably, recording 6.9 per cent to September, compared to 8.1 per cent in September 2019.

Median days on market fell to 54 for the 2020 measure from 62 in 2019, while the median vendor discount also fell to 3.8 per cent to September from 4.3 per cent in September 2019.

**Rental Market**

The September quarter vacancy rate came in at a tight 1.3 per cent. This continued a downward trend in the quarterly figure throughout 2020. In fact, this was the lowest quarterly result since March 2018, when the vacancy rate was 1.1 per cent.

The annual median weekly rent for a three-bedroom house to September was \$497 across 812 new bonds – this was a decrease of \$3 per week on the 2019 measure.

The same comparisons for two-bedroom units saw a 2020 median of \$450 per week across 2931 new bonds as opposed \$440 per week in 2019.

The September quarter median yield for houses came in at 4.0 per cent, while units recorded 5.5 per cent median yield.

“We’re getting plenty of demand for anything that’s been refurbished and a bit modern. We’re getting multiple, good-quality tenant applications and we’re seeing definite price growth in rentals,” Henderson said.

“We’re really undersupplied.”



## SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GOLD COAST (LGA)</b>	<b>1714</b>	<b>\$650,000</b>	<b>0.8%</b>	<b>6959</b>	<b>\$640,000</b>	<b>\$620,000</b>	<b>3.2%</b>	<b>\$535,000</b>	<b>19.6%</b>
<b>GOLD COAST (LGA) ^</b>	<b>169</b>	<b>\$987,500</b>	<b>3.2%</b>	<b>621</b>	<b>\$902,750</b>	<b>\$848,000</b>	<b>6.5%</b>	<b>\$725,000</b>	<b>24.5%</b>
ARUNDEL	37	\$575,000	-1.6%	168	\$625,000	\$549,250	13.8%	\$530,000	17.9%
ASHMORE	51	\$625,000	-0.1%	182	\$599,500	\$570,000	5.2%	\$507,500	18.1%
BENOWA	37	\$875,000	0.1%	134	\$885,500	\$869,000	1.9%	\$780,000	13.5%
BIGGERA WATERS	17	N/A	N/A	58	\$712,500	\$730,000	-2.4%	\$660,000	8.0%
BONOGIN ^	26	\$1,000,000	4.5%	83	\$906,250	\$820,000	10.5%	\$665,000	36.3%
BROADBEACH WATERS	40	\$1,305,000	7.2%	177	\$1,210,000	\$1,110,000	9.0%	\$822,500	47.1%
BUNDALL	26	\$1,050,000	2.7%	100	\$1,055,000	\$1,000,000	5.5%	\$855,000	23.4%
BURLEIGH HEADS	23	\$910,000	-4.0%	87	\$869,000	\$817,500	6.3%	\$627,000	38.6%
BURLEIGH WATERS	39	\$837,500	-2.3%	203	\$822,500	\$765,000	7.5%	\$675,000	21.9%
CARRARA	45	\$582,000	-3.3%	168	\$592,500	\$615,000	-3.7%	\$475,000	24.7%
CLEAR ISLAND WATERS	20	\$1,325,000	11.3%	65	\$1,244,000	\$1,100,000	13.1%	\$951,000	30.8%
COOLANGATTA	8	N/A	N/A	26	\$1,065,000	\$810,000	31.5%	\$750,000	42.0%
COOMBABAH	28	\$482,000	0.0%	133	\$480,000	\$480,000	0.0%	\$435,000	10.3%
COOMERA	72	\$529,000	3.4%	306	\$517,000	\$522,500	-1.1%	\$440,000	17.5%
CURRUMBIN	8	N/A	N/A	25	\$996,750	\$855,000	16.6%	\$900,000	10.8%
CURRUMBIN VALLEY ^	8	N/A	N/A	25	\$1,120,000	\$927,500	20.8%	\$832,500	34.5%
CURRUMBIN WATERS	33	\$859,500	2.7%	110	\$734,500	\$685,000	7.2%	\$557,500	31.7%
ELANORA	35	\$705,000	2.2%	157	\$740,000	\$681,000	8.7%	\$545,000	35.8%
GILSTON	6	N/A	N/A	22	\$656,500	\$568,000	15.6%	\$512,250	28.2%
HELENSVALE	61	\$732,500	4.3%	301	\$678,000	\$625,000	8.5%	\$530,000	27.9%
HIGHLAND PARK	16	N/A	N/A	78	\$550,000	\$517,500	6.3%	\$440,000	25.0%
HOLLYWELL	9	N/A	N/A	36	\$707,500	\$700,000	1.1%	\$642,500	10.1%
HOPE ISLAND	62	\$950,000	4.0%	236	\$1,040,000	\$950,000	9.5%	\$569,000	82.8%
JACOBS WELL	14	N/A	N/A	47	\$570,000	\$542,500	5.1%	\$390,000	46.2%
LABRADOR	46	\$420,000	-1.1%	172	\$430,000	\$460,000	-6.5%	\$460,000	-6.5%
MAUDSLAND	26	\$582,000	0.9%	100	\$565,000	\$580,000	-2.6%	\$467,000	21.0%
MERMAID BEACH	21	\$1,312,500	-3.9%	65	\$1,350,000	\$1,450,000	-6.9%	\$1,165,000	15.9%
MERMAID WATERS	45	\$912,500	-2.1%	164	\$945,000	\$930,000	1.6%	\$750,000	26.0%

## SALES MARKET - HOUSES <2400m<sup>2</sup> (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
MERRIMAC	18	N/A	N/A	75	\$540,000	\$530,000	1.9%	\$467,500	15.5%
MIAMI	18	N/A	N/A	84	\$840,000	\$712,000	18.0%	\$620,000	35.5%
MOLENDINAR	20	\$672,500	6.0%	72	\$609,750	\$578,000	5.5%	\$550,000	10.9%
MUDGEERABA	44	\$635,000	5.2%	137	\$610,000	\$575,000	6.1%	\$500,000	22.0%
MUDGEERABA ^	10	N/A	N/A	42	\$921,500	\$835,000	10.4%	\$680,000	35.5%
NERANG	55	\$472,000	2.2%	204	\$470,000	\$443,000	6.1%	\$393,500	19.4%
NERANG ^	9	N/A	N/A	27	\$875,000	\$793,500	10.3%	\$820,000	6.7%
ORMEAU	42	\$490,000	2.1%	179	\$485,000	\$460,000	5.4%	\$445,000	9.0%
ORMEAU ^	6	N/A	N/A	29	\$872,500	\$795,000	9.7%	\$705,000	23.8%
ORMEAU HILLS	21	\$522,500	1.0%	68	\$525,000	\$500,000	5.0%	\$476,500	10.2%
OXENFORD	55	\$527,500	1.2%	215	\$510,000	\$500,000	2.0%	\$460,000	10.9%
PACIFIC PINES	54	\$565,000	2.9%	222	\$565,000	\$520,000	8.7%	\$469,000	20.5%
PALM BEACH	58	\$903,000	1.1%	203	\$895,000	\$855,000	4.7%	\$645,000	38.8%
PARADISE POINT	26	\$1,030,000	-4.9%	115	\$1,010,000	\$1,019,000	-0.9%	\$925,000	9.2%
PARKWOOD	18	N/A	N/A	111	\$613,000	\$600,000	2.2%	\$530,000	15.7%
PIMPAMA	49	\$455,000	-2.2%	224	\$455,000	\$472,000	-3.6%	\$434,880	4.6%
REEDY CREEK	19	N/A	N/A	83	\$835,000	\$790,000	5.7%	\$657,000	27.1%
ROBINA	68	\$705,000	1.2%	301	\$710,000	\$650,000	9.2%	\$570,000	24.6%
RUNAWAY BAY	33	\$1,190,000	1.3%	139	\$1,010,000	\$950,000	6.3%	\$900,000	12.2%
SOUTHPORT	54	\$585,000	0.9%	248	\$585,000	\$560,000	4.5%	\$504,000	16.1%
SURFERS PARADISE	33	\$1,337,500	-6.3%	115	\$1,500,000	\$1,295,000	15.8%	\$1,225,000	22.4%
TALLAI ^	14	N/A	N/A	47	\$990,000	\$962,500	2.9%	\$855,000	15.8%
TALLEBUDGERA ^	11	N/A	N/A	43	\$960,000	\$961,000	-0.1%	\$763,500	25.7%
UPPER COOMERA	106	\$520,000	0.0%	464	\$490,000	\$480,000	2.1%	\$425,000	15.3%
VARSITY LAKES	28	\$650,000	1.5%	143	\$629,500	\$600,000	4.9%	\$536,000	17.4%
WONGAWALLAN ^	5	N/A	N/A	21	\$905,004	\$840,000	7.7%	\$616,000	46.9%
WORONGARY	8	N/A	N/A	29	\$550,000	\$518,750	6.0%	\$420,750	30.7%
WORONGARY ^	9	N/A	N/A	34	\$855,000	\$790,000	8.2%	\$706,500	21.0%
WONGAWALLAN ^	2	N/A	N/A	16	N/A	\$800,000	N/A	N/A	N/A





## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GOLD COAST (LGA)</b>	<b>1457</b>	<b>\$425,000</b>	<b>0.5%</b>	<b>6260</b>	<b>\$420,000</b>	<b>\$412,500</b>	<b>1.8%</b>	<b>\$374,000</b>	<b>12.3%</b>
ARUNDEL	7	N/A	N/A	47	\$339,000	\$365,000	-7.1%	\$321,000	5.6%
ASHMORE	10	N/A	N/A	58	\$320,000	\$337,500	-5.2%	\$299,000	7.0%
BENOWA	15	N/A	N/A	65	\$480,000	\$550,000	-12.7%	\$560,000	-14.3%
BIGGERA WATERS	50	\$380,000	4.1%	203	\$380,000	\$345,000	10.1%	\$428,000	-11.2%
BILINGA	8	N/A	N/A	43	\$635,000	\$705,000	-9.9%	\$472,500	34.4%
BROADBEACH	110	\$570,000	1.0%	405	\$530,000	\$523,100	1.3%	\$431,500	22.8%
BROADBEACH WATERS	7	N/A	N/A	41	\$440,000	\$464,375	-5.2%	\$432,500	1.7%
BUNDALL	6	N/A	N/A	25	\$388,000	\$420,000	-7.6%	\$335,400	15.7%
BURLEIGH HEADS	45	\$525,000	-7.0%	214	\$535,000	\$600,000	-10.8%	\$419,500	27.5%
BURLEIGH WATERS	17	N/A	N/A	82	\$413,500	\$435,000	-4.9%	\$370,000	11.8%
CARRARA	34	\$468,250	0.0%	136	\$432,500	\$424,500	1.9%	\$429,950	0.6%
CLEAR ISLAND WATERS	8	N/A	N/A	36	\$500,000	\$446,000	12.1%	\$425,000	17.6%
COOLANGATTA	49	\$661,250	1.3%	175	\$597,500	\$580,000	3.0%	\$446,250	33.9%
COOMBABAH	32	\$410,000	5.1%	91	\$370,000	\$358,000	3.4%	\$331,000	11.8%
COOMERA	20	\$300,000	0.0%	87	\$290,000	\$292,500	-0.9%	\$329,500	-12.0%
CURRUMBIN	6	N/A	N/A	49	\$550,000	\$480,000	14.6%	\$467,000	17.8%
CURRUMBIN WATERS	12	N/A	N/A	47	\$418,750	\$442,500	-5.4%	\$350,000	19.6%
ELANORA	10	N/A	N/A	57	\$423,750	\$392,500	8.0%	\$315,000	34.5%
HELENSVALE	11	N/A	N/A	39	\$325,000	\$347,000	-6.3%	\$418,000	-22.2%
HOPE ISLAND	47	\$500,000	-0.9%	193	\$518,000	\$507,500	2.1%	\$531,500	-2.5%
LABRADOR	48	\$362,000	2.9%	301	\$355,000	\$342,000	3.8%	\$329,000	7.9%
MAIN BEACH	48	\$650,000	-3.4%	175	\$720,000	\$750,000	-4.0%	\$595,000	21.0%
MERMAID BEACH	42	\$450,000	-1.9%	194	\$440,000	\$440,000	0.0%	\$355,000	23.9%
MERMAID WATERS	27	\$397,500	0.0%	122	\$403,500	\$385,500	4.7%	\$330,000	22.3%
MERRIMAC	16	N/A	N/A	72	\$348,500	\$350,000	-0.4%	\$359,000	-2.9%
MIAMI	27	\$440,000	-3.6%	111	\$467,500	\$420,000	11.3%	\$383,000	22.1%
MOLENDINAR	6	N/A	N/A	21	\$330,000	\$297,000	11.1%	\$270,000	22.2%
MUDGEERABA	20	\$392,500	-3.2%	64	\$382,500	\$409,000	-6.5%	\$335,000	14.2%
NERANG	15	N/A	N/A	90	\$320,000	\$310,000	3.2%	\$299,000	7.0%
OXENFORD	8	N/A	N/A	25	\$320,000	\$308,500	3.7%	\$284,000	12.7%
PACIFIC PINES	11	N/A	N/A	65	\$335,000	\$325,500	2.9%	\$350,000	-4.3%
PALM BEACH	44	\$551,500	3.6%	225	\$487,000	\$442,000	10.2%	\$345,250	41.1%
PARADISE POINT	20	\$690,000	0.3%	85	\$827,500	\$683,750	21.0%	\$652,500	26.8%

## SALES MARKET - UNITS &amp; TOWNHOUSES (CONT'D)

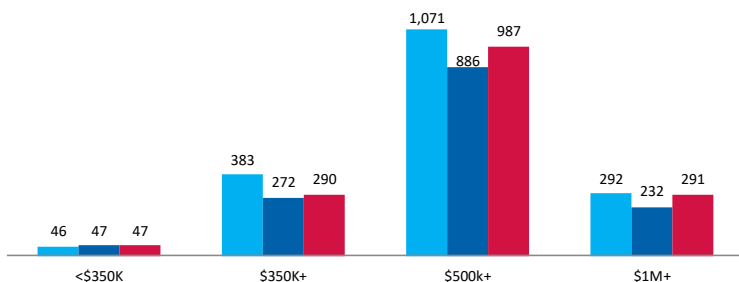
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
PIMPAMA	5	N/A	N/A	22	\$335,000	\$380,000	-11.8%	\$325,000	3.1%
REEDY CREEK	14	N/A	N/A	47	\$370,000	\$361,000	2.5%	\$299,000	23.7%
ROBINA	54	\$413,500	-3.6%	218	\$422,500	\$431,000	-2.0%	\$432,000	-2.2%
RUNAWAY BAY	28	\$456,000	6.0%	134	\$509,000	\$490,000	3.9%	\$425,000	19.8%
SOUTH STRADBROKE	9	N/A	N/A	26	\$118,500	\$185,000	-35.9%	\$131,250	-9.7%
SOUTHPORT	111	\$330,000	0.0%	535	\$350,000	\$360,000	-2.8%	\$378,000	-7.4%
SURFERS PARADISE	279	\$400,000	1.9%	1196	\$384,500	\$375,000	2.5%	\$350,000	9.9%
TUGUN	26	\$475,000	-0.1%	101	\$475,500	\$470,000	1.2%	\$380,000	25.1%
UPPER COOMERA	21	\$355,000	2.7%	75	\$339,000	\$329,500	2.9%	\$320,000	5.9%
VARSITY LAKES	54	\$451,000	0.1%	189	\$430,000	\$430,000	0.0%	\$399,000	7.8%

SALES MARKET - VACANT LAND <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GOLD COAST (LGA)</b>	<b>140</b>	<b>\$299,000</b>	<b>0.7%</b>	<b>907</b>	<b>\$292,000</b>	<b>\$290,000</b>	<b>0.7%</b>	<b>\$235,000</b>	<b>24.3%</b>
<b>GOLD COAST (LGA) ^</b>	<b>30</b>	<b>\$559,000</b>	<b>1.8%</b>	<b>127</b>	<b>\$560,000</b>	<b>\$519,950</b>	<b>7.7%</b>	<b>\$387,450</b>	<b>44.5%</b>
ARUNDEL	1	N/A	N/A	27	\$373,000	\$366,500	1.8%	N/A	N/A
COOMERA	18	N/A	N/A	169	\$291,500	\$285,000	2.3%	\$238,900	22.0%
HELENSVALE	4	N/A	N/A	63	\$364,900	\$389,900	-6.4%	\$544,500	-33.0%
HOPE ISLAND	15	N/A	N/A	43	\$625,000	\$680,000	-8.1%	N/A	N/A
JACOBS WELL	5	N/A	N/A	45	\$441,000	\$355,000	24.2%	N/A	N/A
MAUDSLAND ^	5	N/A	N/A	20	\$500,000	\$495,000	1.0%	N/A	N/A
ORMEAU	4	N/A	N/A	75	\$256,000	\$254,000	0.8%	\$231,250	10.7%
PIMPAMA	53	\$270,000	0.0%	333	\$271,000	\$271,000	0.0%	\$234,000	15.8%
UPPER COOMERA	6	N/A	N/A	23	\$365,000	\$289,400	26.1%	\$239,000	52.7%

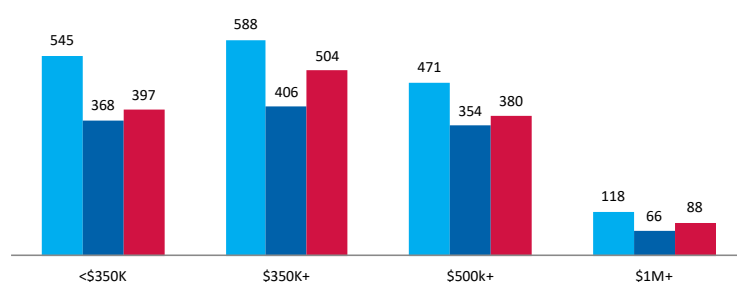
## GOLD COAST HOUSE SALES

■ Mar-20 ■ Jun-20 ■ Sep-20 \*

\*Preliminary data  
Houses<2400m<sup>2</sup>

## GOLD COAST UNIT SALES

■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data



## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GOLD COAST CITY</b>	<b>\$497</b>	<b>812</b>	<b>\$500</b>	<b>789</b>	<b>\$450</b>	<b>986</b>
4208	Gilberton/Jacobs Well/Ormeau	\$428	22	\$410	21	\$400	20
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$420	134	\$410	119	\$390	95
4210	Oxenford/Studio Village/Wongawallan	\$440	14	\$410	15	\$400	20
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$460	85	\$450	70	\$420	119
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$520	45	\$530	45	\$475	57
4213	Austinvile/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$525	34	\$535	39	\$450	30
4214	Arundel/Ashmore/Ernest/ Parkwood	\$480	69	\$463	62	\$435	74
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$465	91	\$463	82	\$430	139
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$480	61	\$498	54	\$450	75
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$610	40	\$630	19	\$590	44
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$650	42	\$600	51	\$560	64
4220	Andrews/Burleigh/Miami/Tally Valley	\$615	42	\$600	57	\$500	56
4221	Elanora/Palm Bch	\$630	25	\$560	39	\$500	32
4223	Currumbin/Currumbin Valley	\$595	16	\$625	24	\$545	23
4224	Tugun	\$725	6	\$590	9	\$465	12
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$590	6	\$600	5	\$390	7
4226	Kerrydale/Merrimac/Robina	\$550	58	\$550	56	\$465	65
4227	Reedy Ck/Stephens/Varsity Lakes	\$550	21	\$540	19	\$460	47
	<b>Scenic Rim Regional</b>	<b>\$330</b>	<b>75</b>	<b>\$340</b>	<b>98</b>	<b>\$320</b>	<b>113</b>
4270	Tamborine/ Biddaddaba/ Boyland/ Mundoolun/ Wanglepong	N/A	3	\$550	9	\$440	5
4272	Mt Tamborine	\$475	7	\$425	19	\$400	22
4275	Benobble/ Biddaddaba/ Boyland/ Canungra/ Ferny Glen/ Flying Fox/ Illinbah/ Lamington National Park/ Sarabah/ Witheren/ Wanglepong	\$515	8	N/A	2	\$380	10
4285	Beaudesert/ Cedar Vale/ Innisplain/ Koorabyn/ Lamington	\$328	40	\$320	41	\$300	44
4309	Aratula/ Kalbar	N/A	2	\$295	8	N/A	3
4310	Boonah/ Dugandien/ Mt Alford	\$310	12	\$285	13	\$260	14

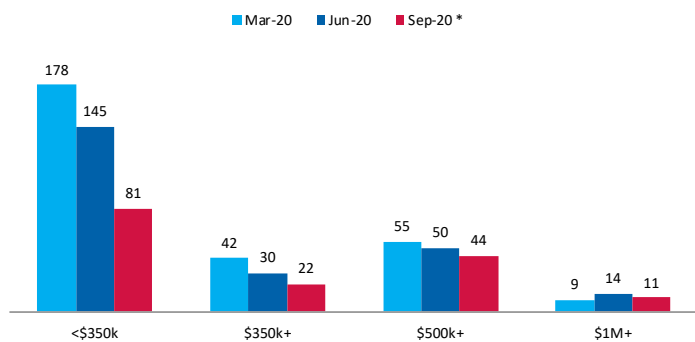
## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GOLD COAST CITY</b>	<b>\$450</b>	<b>2931</b>	<b>\$440</b>	<b>2047</b>	<b>\$380</b>	<b>2462</b>
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$375	13	\$350	13	\$320	12
4210	Oxenford/Studio Village/Wongawallan	\$360	13	\$355	10	\$320	16
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$420	30	\$375	37	\$310	30
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$423	42	\$400	21	\$410	53
4213	Austinvile/ Bonagin/ Mugeeraba/ Neranwood/ Springbrook/ Tallai/ Worongary	\$375	7	N/A	4	N/A	3
4214	Arundel/Ashmore/Ernest/ Parkwood	\$440	13	\$380	23	\$335	19
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$430	790	\$430	570	\$360	554
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$425	184	\$420	172	\$365	234
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$450	715	\$475	413	\$425	565
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$450	409	\$440	228	\$380	320
4220	Andrews/Burleigh/Miami/Tally Valley	\$460	190	\$450	144	\$400	172
4221	Elanora/Palm Bch	\$455	119	\$425	83	\$360	109
4223	Currumbin/Currumbin Valley	\$490	28	\$430	24	\$380	38
4224	Tugun	\$475	32	\$413	22	\$350	49
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	\$450	123	\$420	91	\$350	110
4226	Kerrydale/Merrimac/Robina	\$450	95	\$460	72	\$420	46
4227	Reedy Ck/Stephens/Varsity Lakes	\$460	123	\$470	116	\$400	126
	<b>Scenic Rim Regional</b>	<b>\$250</b>	<b>26</b>	<b>\$275</b>	<b>26</b>	<b>\$230</b>	<b>28</b>
4272	North Tamborine/ Tamborine Mountain	\$340	5	N/A	4	N/A	N/A
4285	Beaudesert/ Cedar Vale/ Innisplain/ Koorabyn/ Lamington/ etc	\$250	21	\$270	21	\$230	23

## RENTAL MARKET - 3 BED TOWNHOUSES

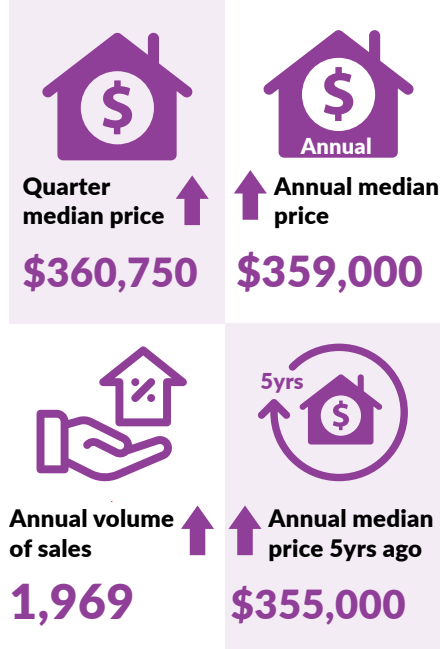
POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GOLD COAST CITY</b>	<b>\$465</b>	<b>1042</b>	<b>\$450</b>	<b>991</b>	<b>\$400</b>	<b>1145</b>
4208	Gilberton/Jacobs Well/Ormeau	N/A	4	\$390	10	\$380	10
4209	Canowindra/Coomera/ Pimpama/ Willow Vale/ Yawalpah	\$400	190	\$390	191	\$370	164
4210	Oxenford/Studio Village/Wongawallan	\$398	14	\$405	14	\$355	14
4211	Advancetown/Beechmont/ Binna Burra/Carrara/ Gaven/ Nerang	\$420	140	\$420	125	\$395	192
4212	Boykambil/Helensvale/Hope Island/Sanctuary Cove	\$490	65	\$495	56	\$430	33
4213	Austinvile/Mudgeeraba/Springbrook/ Tallai/ Worongary	\$440	16	\$450	22	\$410	30
4214	Arundel/Ashmore/Ernest/ Parkwood	\$425	38	\$420	51	\$380	54
4215	Chirn Pk/Southport/Labrador/Keebra Pk	\$480	113	\$450	106	\$400	120
4216	Biggera Wtrs/ Coombabah/Hollywell/ Paradise Pt/ Runaway Bay	\$493	58	\$450	50	\$380	115
4217	Benowa/Bundall/Main Bch/ Sorrento/ Surfers Paradise	\$545	48	\$525	42	\$500	57
4218	Broadbeach/Mermaid Bch/ Nobby Bch/Rialto	\$550	41	\$543	24	\$480	27
4220	Andrews/Burleigh/Miami/Tally Valley	\$550	27	\$495	23	\$410	33
4221	Elanora/Palm Bch	\$690	25	\$450	27	\$410	23
4223	Currumbin/Currumbin Valley	\$500	10	\$533	10	\$420	17
4224	Tugun	N/A	4	\$520	7	\$440	16
4225	Bilinga/Coolangatta/Greenmount/ Kirra/ Rainbow Bay	N/A	4	N/A	3	N/A	1
4226	Kerrydale/Merrimac/Robina	\$540	181	\$530	183	\$460	162
4227	Reedy Ck/Stephens/Varsity Lakes	\$480	64	\$490	47	\$440	73

## GOLD COAST LAND SALES

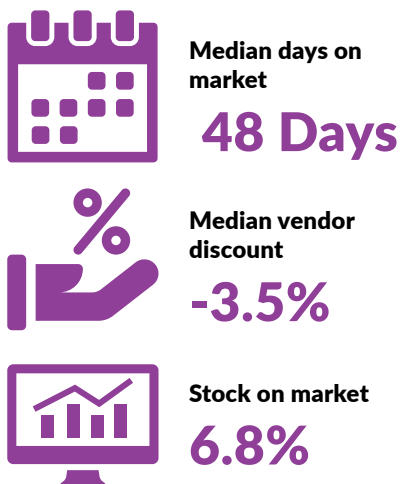


\*Preliminary data

### HOUSE MARKET (<2400M<sup>2</sup>)



### HOUSE MARKET ALL



**The State Government will invest \$40 million in a plan to develop Queensland's largest entertainment precinct at Wellcamp, near Toowoomba.**

## Toowoomba Market Continues its Rise

**Like almost every other major region around the state, Toowoomba has recorded strong market conditions over the September 2020 quarter, and over the year.**

Its median house price continued to increase throughout the pandemic, to post growth of 2.4 per cent over the year ending September.

The region's unit market actually outshone its housing sector this quarter and annually, with median price growth of 4.1 per cent over the year.

Demand for vacant land throughout the quarter was strong, however there was often not enough supply to keep up with potential buyers.

The region is seeing an influx of new residents from near and far, who are taking up local job opportunities, or are relocating to be closer to family in a post-pandemic world.

This rising population coupled with investors selling off stock is causing major problems for Toowoomba tenants, with a vacancy rate of just 0.5 per cent recorded.

### Regional Economy and Infrastructure Investment

The State Government will invest \$40 million in a plan to develop Queensland's largest entertainment precinct at Wellcamp, near Toowoomba.

The Wagner family's proposed Wellcamp Entertainment Precinct (WEP) is a \$175 million project that incorporates motorsport, driver-training and 40-000 person performing arts venue.

Queensland Premier, Anastacia Palaszczuk said the plan has the potential to revolutionise the economy of Toowoomba and the Darling Downs.

"The Wagner family's record of delivering world-class projects, especially in this region, is without peer," the Premier said.

"Their vision, imagination and drive to succeed has turned paddocks into an international airport and trade distribution centre that, with the support of my Government, is also home to the Qantas Group Pilot Academy.

"Now, the Wagners are ready to take Wellcamp to an entirely new level – a vision that the Palaszczuk Government backs."

The Wagner family will invest with the state and federal governments support, in the order of \$95 million of assets and funds into this project,

Wagner Corporation Chairman, John Wagner said.

"We are keen to start construction early next year to help kick start the economy post COVID-19," he said.

The proposed WEP includes:

- the *Will Power Centre for Motorsport and Driver Training Excellence* - a world-class facility catering for:
  - all levels of motorsport from amateur club racing through to professional events;
  - road safety training and driver education facilities for all levels of drivers and vehicle types;
  - research and innovation partnerships with universities and industry partners, including automotive manufacturers;
  - road safety and driver training facilities and vocational training opportunities.
- a 40,000-person venue for music festivals and major events;
- business tourism and event facilities;
- 5000-person on-site accommodation.

## EMPLOYMENT MARKET

### TOOWOOMBA



Unemployment Rate

**5.0%**



Participation Rate

**62.3%**

## UNIT MARKET



Quarter median price

**\$272,500**



Annual median price

**\$280,000**



Annual volume of sales

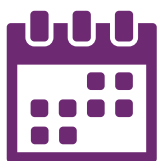
**320**



Annual median price 5 yrs ago

**\$305,000**

## UNIT MARKET



Median days on market

**84 Days**



Median vendor discount

**-3.4%**



Stock on market

**5.5%**



### House Market (<2400m2)

Toowoomba's housing market is continuing to post strong demand from buyers, with prices firming.

In fact, the region has experienced very few ill effects from the pandemic, with quarterly median house price growth recorded for each three-month period over the past year.

The median house price in Toowoomba increased 1.1 per cent over the September quarter to \$360,750, and posted a rise of 2.4 per cent over the year.

REIQ Toowoomba zone chair, Katie Knight said the region was experiencing an influx of new residents from near and far.

Migrants from within Southeast Queensland were moving to Toowoomba with many more likely to arrive from southern states, now that the border has reopened.

She said many of the new residents were shifting to the region for jobs, such as at the hospital or the pilot academy, but some wanted to be closer to family members if the border is ever closed again.

First home buyers were active in the market with many bypassing being a renter and moving directly into home ownership, given low interest rates as well as government grants on offer.

### Unit and Land Markets

The opposite of many other major regions around the state, the Toowoomba unit market outshone its housing sector, over the quarter and the year.

The median unit price in Toowoomba increased by 1.8 per cent over the quarter to be \$272,500, while it increased by a solid 4.1 per cent over the year to make it one of the best performing in the state.

The affordability of units in the region is no doubt part of the reason for its strong results.

Like elsewhere, demand for vacant land has soared this year, with the volume of sales up significantly.

However, the paucity of available vacant land has started to become problematic, with more demand than supply.

Knight said the situation was causing some buyers to look outside of the confines of Toowoomba itself to more outlying areas that had land available, such as Westbrook.

With median vacant land price of just over \$176,000, it is expected that demand for this segment of the market will continue to be robust – supply pending.





## Rental market

The undersupply of rental properties in the region has hit critical levels, Knight said.

With a vacancy rate of just 0.5 per cent recorded, there is no question that demand from tenants is far out weighing supply in Toowoomba.

Knight said multiple applications on available rental properties had become normality, with tenants becoming increasingly desperate to secure a lease.

Some tenants were offering above the listing price, even when it was clear that they couldn't afford to do so, she said.

The situation was unlikely to improve anytime soon with no new supply on the horizon, and with some investors selling their properties to reduce their financial exposure in a post-pandemic economy.

The influx of new residents into the region was putting even more pressure on the market, with the situation becoming quite desperate for some people.

Official data has yet to reflect the market conditions however, rent increases of \$50 per week are becoming common.

The median weekly rent for a two-bedroom unit increased by 1.9 per cent to \$265 over the year ending September.

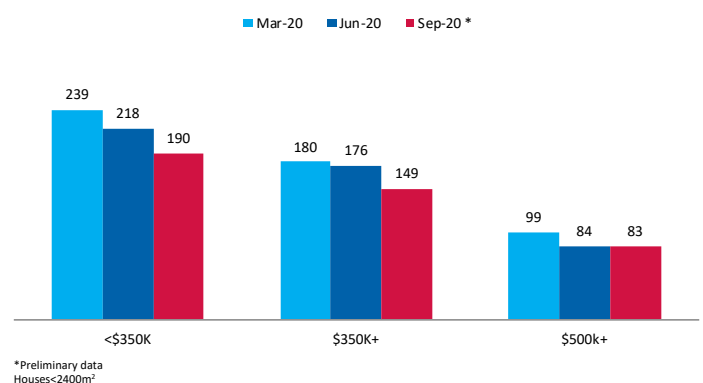
The weekly median rent for a three-bedroom house was flat over the same period at \$320 – a situation that is unlikely to be replicated in the next round of data.

The gross rental yields in Toowoomba remained healthy throughout the September quarter, at 4.6 per cent for houses and 5.1 per cent for units.

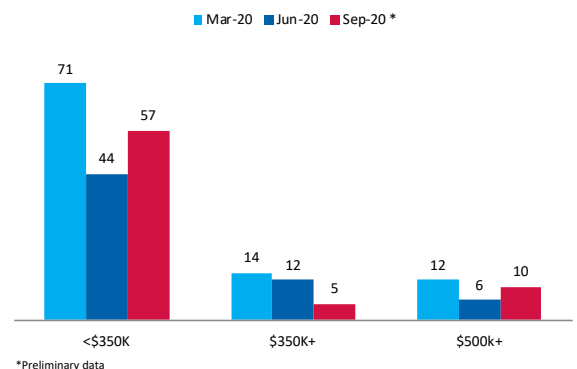
## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>TOOWOOMBA REGIONAL</b>	<b>\$265</b>	<b>411</b>	<b>\$260</b>	<b>364</b>	<b>\$250</b>	<b>393</b>
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofy/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonton	\$265	382	\$260	335	\$250	369
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$275	5	\$255	11	N/A	2
4356	Bongeen/ Broxburn/ Evanslea/ Irongate/ Kincora/ Linthorpe/ Motley/ Mount Tyson/ North Branch/ Norwin/ Pittsworth/ Purrawunda/ Rossvale/ Scrubby Mountain/ Springside/ St Helens/ Stoneleigh/ Yarranlea	\$293	6	N/A	4	\$200	5
4401	Oakey	\$215	8	\$240	5	\$230	5
	<b>GOONDIWINDI REGIONAL</b>	<b>\$240</b>	<b>26</b>	<b>\$230</b>	<b>19</b>	<b>\$195</b>	<b>23</b>
4390	Goondiwindi	\$240	26	\$233	18	\$195	23
	<b>SOUTHERN DOWNS REGIONAL</b>	<b>\$230</b>	<b>59</b>	<b>\$223</b>	<b>48</b>	<b>\$205</b>	<b>62</b>
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$230	37	\$210	35	\$220	38
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$220	21	\$225	13	\$200	21
	<b>WESTERN DOWNS REGIONAL</b>	<b>\$188</b>	<b>56</b>	<b>\$190</b>	<b>38</b>	<b>\$180</b>	<b>53</b>
4405	Dalby	\$205	23	\$190	24	\$195	32
4413	Chinchilla	\$195	20	\$275	7	\$170	17
4415	Miles	\$120	5	N/A	3	N/A	3
4419	Cookatoo/ Grosmont/ Wandoan	\$150	5	N/A	2	N/A	0

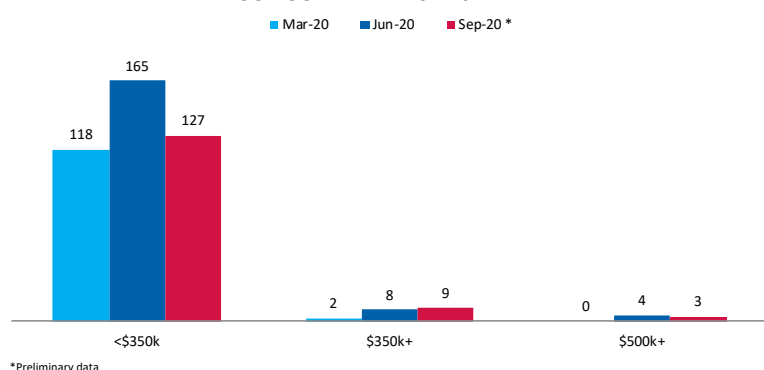
## TOOWOOMBA HOUSE SALES



## TOOWOOMBA UNIT SALES



## TOOWOOMBA LAND SALES



## RENTAL MARKET



### Vacancy Rates

# 0.5%



### House Yields

# 4.6%



### Unit Yields

# 5.1%

SALES MARKET - HOUSES <2400m <sup>2</sup>									
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	448	\$360,750	1.1%	1969	\$359,000	\$350,700	2.4%	\$355,000	1.1%
TOOWOOMBA (LGA) ^	97	\$525,000	0.0%	420	\$531,500	\$531,750	0.0%	\$500,000	6.3%
CAMBOOYA	7	N/A	N/A	25	\$315,000	\$330,000	-4.5%	\$272,500	15.6%
CENTENARY HEIGHTS	21	\$380,000	2.5%	127	\$369,000	\$365,000	1.1%	\$365,500	1.0%
CROWS NEST	7	N/A	N/A	26	\$252,500	\$272,000	-7.2%	\$262,000	-3.6%
DARLING HEIGHTS	13	N/A	N/A	51	\$347,000	\$325,000	6.8%	\$350,000	-0.9%
EAST TOOWOOMBA	26	\$565,000	8.5%	94	\$542,500	\$464,750	16.7%	\$433,850	25.0%
GLENVALE	20	\$340,000	0.0%	68	\$348,000	\$356,000	-2.2%	\$376,000	-7.4%
GLENVALE ^	1	N/A	N/A	20	\$570,000	\$540,000	5.6%	\$535,000	6.5%
HARLAXTON	4	N/A	N/A	37	\$283,750	\$283,500	0.1%	\$287,650	-1.4%
HARRISTOWN	29	\$320,000	1.9%	134	\$315,000	\$307,500	2.4%	\$320,000	-1.6%
HIGHFIELDS	10	N/A	N/A	46	\$508,000	\$490,000	3.7%	\$477,000	6.5%
HIGHFIELDS ^	25	\$580,000	0.7%	86	\$554,000	\$550,000	0.7%	\$525,750	5.4%
KEARNEYS SPRING	18	N/A	N/A	126	\$400,000	\$375,000	6.7%	\$369,000	8.4%
KLEINTON	7	N/A	N/A	44	\$542,000	\$520,000	4.2%	\$512,000	5.9%
MERINGANDAN WEST ^	4	N/A	N/A	26	\$388,500	\$386,250	0.6%	\$399,500	-2.8%
MIDDLE RIDGE	19	N/A	N/A	94	\$575,000	\$525,000	9.5%	\$520,000	10.6%
MOUNT LOFTY	23	\$490,000	-2.7%	89	\$465,000	\$445,000	4.5%	\$462,000	0.6%
NEWTOWN	51	\$310,000	2.1%	166	\$310,000	\$300,000	3.3%	\$317,000	-2.2%
NORTH TOOWOOMBA	17	N/A	N/A	70	\$363,500	\$347,500	4.6%	\$325,000	11.8%
OAKY	10	N/A	N/A	42	\$230,000	\$183,750	25.2%	\$235,750	-2.4%
PITTSWORTH	8	N/A	N/A	38	\$298,000	\$297,500	0.2%	\$285,000	4.6%
RANGEVILLE	31	\$443,000	0.6%	149	\$450,000	\$454,000	-0.9%	\$455,000	-1.1%
ROCKVILLE	11	N/A	N/A	39	\$265,000	\$265,000	0.0%	\$280,000	-5.4%
SOUTH TOOWOOMBA	17	N/A	N/A	90	\$342,000	\$330,000	3.6%	\$339,000	0.9%
TOOWOOMBA CITY	5	N/A	N/A	28	\$305,000	\$337,500	-9.6%	\$342,500	-10.9%
WESTBROOK	6	N/A	N/A	49	\$480,000	\$441,750	8.7%	\$457,500	4.9%
WILSONTON	20	\$320,000	1.8%	83	\$305,500	\$288,000	6.1%	\$325,000	-6.0%
WILSONTON HEIGHTS	10	N/A	N/A	35	\$277,000	\$254,000	9.1%	\$288,750	-4.1%
WITHCOTT ^	13	N/A	N/A	36	\$435,000	\$434,500	0.1%	\$380,000	14.5%
WYREEMA	6	N/A	N/A	25	\$345,000	\$323,000	6.8%	\$335,500	2.8%
SURROUNDS									
GOONDIWINDI (LGA)	27	\$300,000	5.6%	85	\$274,500	\$285,000	-3.7%	\$250,000	9.8%
GOONDIWINDI (LGA) ^	5	N/A	N/A	23	\$370,000	\$345,000	7.2%	\$350,000	5.7%
GOONDIWINDI	24	\$330,000	0.0%	63	\$337,500	\$338,500	-0.3%	\$275,000	22.7%
SOUTHERN DOWNS (LGA)	85	\$284,000	2.0%	315	\$250,000	\$254,000	-1.6%	\$235,000	6.4%
SOUTHERN DOWNS (LGA) ^	37	\$415,000	0.0%	158	\$375,000	\$372,500	0.7%	\$355,000	5.6%
STANTHORPE	16	N/A	N/A	56	\$258,000	\$250,000	3.2%	\$232,500	11.0%
WARWICK	48	\$288,000	0.4%	186	\$242,000	\$260,000	-6.9%	\$235,000	3.0%
WESTERN DOWNS (LGA)	58	\$215,000	5.3%	249	\$210,000	\$182,000	15.4%	\$246,000	-14.6%
WESTERN DOWNS (LGA) ^	26	\$303,500	-6.1%	134	\$306,000	\$320,000	-4.4%	\$317,500	-3.6%
CHINCHILLA	13	N/A	N/A	87	\$206,500	\$187,000	10.4%	\$310,000	-33.4%
DALBY	32	\$234,250	5.4%	107	\$242,500	\$215,000	12.8%	\$245,000	-1.0%
DALBY ^	8	N/A	N/A	53	\$405,000	\$417,500	-3.0%	\$410,000	-1.2%
TARA ^	7	N/A	N/A	21	\$95,000	\$89,000	6.7%	\$70,000	35.7%

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$340	31	\$340	36	\$300	26
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsant	\$340	31	\$340	34	\$300	24
SOUTHERN DOWNS REGIONAL		N/A	4	N/A	2	\$270	6
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	N/A	2	N/A	2	N/A	2
WESTERN DOWNS REGIONAL		\$240	9	\$240	5	\$250	17
4413	Chinchilla	\$265	5	N/A	4	\$200	11

## SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	77	\$272,500	1.8%	320	\$280,000	\$269,000	4.1%	\$305,000	-8.2%
CENTENARY HEIGHTS	7	N/A	N/A	24	\$345,000	\$337,000	2.4%	\$296,000	16.6%
EAST TOOWOOMBA	6	N/A	N/A	35	\$454,500	\$287,500	58.1%	\$359,000	26.6%
HARRISTOWN	5	N/A	N/A	24	\$218,500	\$275,000	-20.5%	\$216,000	1.2%
KEARNEYS SPRING	3	N/A	N/A	27	\$270,000	\$295,000	-8.5%	\$308,000	-12.3%
NEWTOWN	9	N/A	N/A	35	\$247,500	\$226,250	9.4%	\$275,000	-10.0%
RANGEVILLE	7	N/A	N/A	27	\$330,000	\$312,500	5.6%	\$350,000	-5.7%
SOUTH TOOWOOMBA	6	N/A	N/A	24	\$317,000	\$265,000	19.6%	\$309,490	2.4%

### SURROUNDS

WESTERN DOWNS (LGA)	6	N/A	N/A	35	\$143,500	\$155,000	-7.4%	\$258,000	-44.4%
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## SALES MARKET - VACANT LAND <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
TOOWOOMBA (LGA)	84	\$176,250	-1.1%	390	\$186,000	\$186,750	-0.4%	\$170,000	9.4%
TOOWOOMBA (LGA) ^	70	\$198,500	-0.2%	217	\$199,500	\$222,500	-10.3%	\$210,000	-5.0%
COTSWOLD HILLS	15	N/A	N/A	45	\$155,000	\$160,000	-3.1%	\$185,000	-16.2%
HIGHFIELDS	2	N/A	N/A	24	\$187,000	\$187,000	N/A	N/A	N/A
HIGHFIELDS ^	2	N/A	N/A	26	\$218,500	N/A	N/A	\$309,000	-29.3%
KEARNEYS SPRING	4	N/A	N/A	39	\$203,250	N/A	N/A	\$191,000	6.4%
KLEINTON	16	N/A	N/A	35	\$199,000	\$193,250	3.0%	\$180,000	10.6%
MIDDLE RIDGE	6	N/A	N/A	82	\$237,150	\$237,150	N/A	\$240,000	-1.2%
WITHCOTT ^	11	N/A	N/A	23	\$230,000	\$222,500	3.4%	N/A	N/A

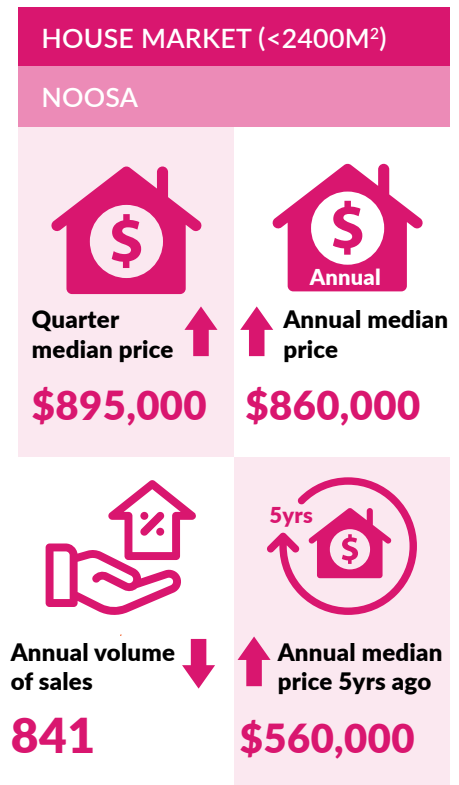
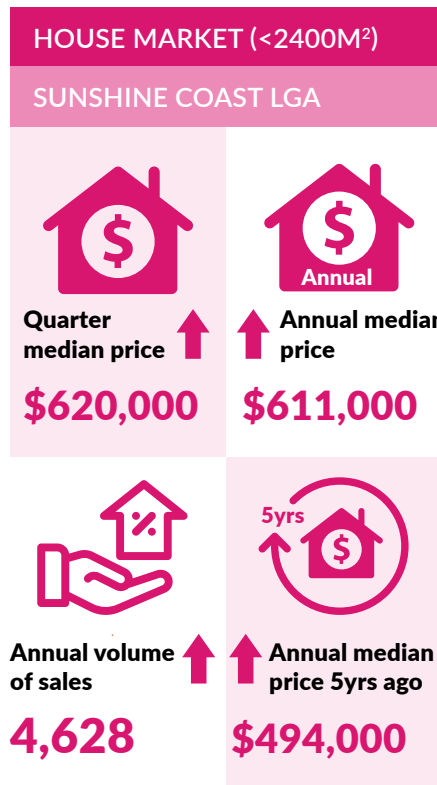
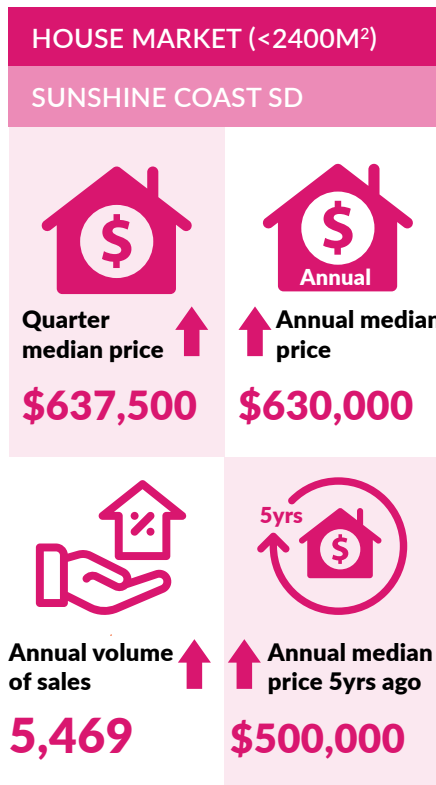
### SURROUNDS

GOONDIWINDI (LGA)	16	N/A	N/A	26	\$85,000	\$53,500	58.9%	\$90,000	-5.6%
SOUTHERN DOWNS (LGA)	19	N/A	N/A	52	\$95,000	\$93,250	1.9%	\$85,000	11.8%
SOUTHERN DOWNS (LGA) ^	46	\$135,000	9.1%	125	\$120,000	\$104,000	15.4%	\$132,500	-9.4%
WESTERN DOWNS (LGA)	9	N/A	N/A	27	\$30,000	\$35,000	-14.3%	\$79,000	-62.0%
WESTERN DOWNS (LGA) ^	73	\$28,250	-10.3%	167	\$30,500	\$32,000	-4.7%	\$27,500	10.9%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
TOOWOOMBA REGIONAL		\$320	509	\$320	465	\$300	626
4350	Centenary Heights/Darling Heights/Drayton/Glenvale/Harlaxton/Harristown/Kearney Springs/Middle Ridge/Mount Lofty/Newtown/Rangeville/Rockville/Toowoomba/Westbrook/Wilsonsant	\$330	411	\$320	368	\$300	503
4352	Cabarlah/Gowrie Junction/Hampton/Highfields/Hodgson Vale/Kleinton/Meringandan/Ravensbourne/Withcott/Wyreema	\$360	18	\$345	26	\$315	27
4355	Crows Nest/Emu Creek	\$295	11	\$280	8	\$255	9
4356	Pittsworth/Mount Tyson	\$280	10	\$285	11	\$260	10
4357	Millmerran	N/A	4	\$260	5	\$240	8
4358	Cambooya/Ramsay	\$325	8	\$330	10	\$290	5
4361	Clifton	\$250	5	\$260	5	\$230	5
4400	Kingsthorpe	\$250	5	N/A	3	N/A	3
4401	Oakey	\$285	29	\$285	17	\$260	25
GOONDIWINDI REGIONAL		\$310	47	\$290	39	\$275	30
4387	Inglewood	\$220	5	\$220	6	\$200	5
4390	Goon diwindi	\$320	38	\$310	27	\$300	23
SOUTHERN DOWNS REGIONAL		\$275	109	\$275	106	\$250	138
4362	Allora/Hendon/Talgai/Berat/Deuchar	\$260	5	N/A	4	\$220	6
4370	Warwick/Rosenthal Heights/Womina/Freestone/Maryvale	\$280	70	\$275	66	\$260	82
4373	Killarney/ The Falls/ The Head	\$255	6	N/A	3	N/A	2
4380	Stanthorpe/Broadwater/Mount Tully/Severnlea/Sugarloaf/Greenlands/Pikedale/Eukey	\$278	22	\$280	22	\$260	40
WESTERN DOWNS REGIONAL		\$250	111	\$240	80	\$230	170
4405	Dalby	\$265	64	\$250	42	\$240	94
4410	Jandowae	N/A	2	N/A	2	N/A	2
4413	Chinchilla	\$248	28	\$245	21	\$210	46
4415	Miles	\$200	5	\$180	5	\$200	16
4419	Cookatoo/ Grosmont/ Wandooan	\$200	7	N/A	2	N/A	3





## EMPLOYMENT MARKET SUNSHINE COAST



**Unemployment Rate**

**6.4%**



**Participation Rate**

**62.2%**

**A combination of factors is underpinning the region's property market, with major infrastructure projects and low interest rates. As well as already strong interstate migration, which is expected to strengthen even further.**

## Coast Market Shifts Up Another Gear

**The Sunshine Coast has weathered the storm from the pandemic better than anyone could have predicted, with all sectors of the market firing on all cylinders.**

A combination of factors is underpinning the region's property market, with major infrastructure projects and low interest rates. As well as already strong interstate migration, which is expected to strengthen even further.

Noosa remained the strongest performer for median house price growth over the September 2020 quarter and the year, with the remainder of the Sunshine Coast also posting strong results.

The region's unit market has also not suffered the malaise that impacted many other major regions over recent years, and is continuing to record solid price growth.

Demand for vacant land is also strong with developers struggling to keep up with potential buyers.

On top of all the above, the region has a vacancy rate of just 0.6 per cent, which is resulting in rising rents and, unfortunately, an increasing number of desperate tenants.

### Regional Economy and Infrastructure Investment

The new Maroochydore City Central has seen a major developer brought on to supercharge the project. There's also been progressions made on the proposed rail and commuter parking improvements, as part of the jointly funded \$550 million Beerburum to Nambour Rail (B2N) Upgrade.

Consultation has also launched on the proposed park'n'ride expansions at Beerburum, Landsborough and Nambour.

Deputy Prime Minister and Minister for Infrastructure, Transport and Regional Development, Michael McCormack said the Australian Government \$390 million contribution would boost the region's connections to Brisbane.





“Beerburrum to Nambour is a vital infrastructure upgrade that will both improve current and future passenger services whilst also increasing the capacity for freight trains,” the Deputy Prime Minister said.

“This will divert commuters off the Bruce Highway which in turn will improve traffic flow.

“Reduced travel times, greater service reliability and increased parking at stations will attract more travellers to rail between the regions and Brisbane in particular.”

Queensland Minister for Transport and Main Roads Mark Bailey said the project would be a game changer for jobs and transport on the Sunshine Coast.

“Queenslanders have stepped up to help manage the health impacts of COVID-19, which means the state government has been able to get on with Queensland’s plan for economic recovery,” Bailey said.

“The existing station car parks are at capacity and we know there’s limited on-street parking opportunities near the stations.

“That’s why we want to hear from the community on new facilities that will increase commuter parking capacity and help manage road parking pressures in the surrounding streets and suburbs.”

Federal Member for Fairfax, Ted O’Brien said construction is expected to be completed by 2024, weather and construction conditions permitting.

The successful tenderer is expected to be selected and start detailed design and site investigations in mid-2021, with major construction works expected to start in mid-2022.

The Australian and Queensland governments have committed \$550.8 million to the project, with the Australian Government contributing \$390 million and the Queensland Government \$160.8 million.

### House Market (<2400m2)

It seems that the pandemic has had no negative impact on the Sunshine Coast market, with median house prices continuing their upward trend throughout the year.

Noosa remained number one of all major regions across the State over the quarter with an impressive 3.6 per cent quarterly increase to \$895,000, and was the clear leader over the year with growth of 11 per cent.

While the charms of Noosa are well known, the remainder of the Sunshine Coast is also kicking serious property goals, with quarterly growth of 1.8 per cent and an annual median house price rise of 5.3 per cent. Its annual median is now \$611,000.

REIQ Sunshine Coast zone chair, Matt Diesel said the robust market conditions had continued over the September quarter, even with the Queensland border remaining closed.

Enquiry from southern buyers remained strong with many waiting for the border to reopen, which it did at the start of December.

However, it is a confluence of positive factors that is underpinning the coast market with myriad major infrastructure projects well under way, low interest rates, as well interstate migration occurring at the same time.

Perhaps unsurprisingly, lifestyle properties were in hot demand from buyers’ post-pandemic, but all housing types were attracting plenty of potential buyers.

The rising market conditions had caused some vendors to become overly optimistic with their sale prices, however. Houses that are priced correctly are not lasting long on the market, with buyers prepared to pay a premium to secure their slice of coast real estate.

Mr Diesel expects the traditionally busy holiday period to be even more active with plenty of new residents – from near and far – expected to arrive.

### Unit and Land Markets

While plenty of other locations around the state have had sluggish unit markets over recent years, that has not been the case for the Sunshine Coast.

With many regions including Brisbane, struggling to return to price points from five years ago, the coast unit market has made healthy price gains over the same period.

The median unit price in Noosa has increased by a staggering 67 per cent over the past five years, while it has risen by 15.3 per cent in the Sunshine Coast LGA.

Over the quarter and the year, these two regions also posted solid median unit price increases.

With many of the region’s unit developments offering excellent positions near the coastline, as well as more affordable entry points, demand is expected to continue as well as strengthening prices.

Government grants have significantly stimulated the vacant land market on the coast with developers struggling to keep up with demand.

The uptick in demand has yet to flow through to official statistics, but with a median vacant land price of approximately \$270,000 on the Sunshine Coast, it’s not hard to understand why this segment of the market is firing.

### Rental Market

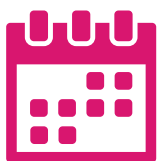
There is no question that the Sunshine Coast is well into undersupply territory, recording a vacancy rate of just 0.6 per cent in the September quarter.

In fact, it’s been a long time since the coast was anything but undersupplied, as 2012 was the last time there was even the hint of more supply than demand.



## HOUSE MARKET ALL

## SUNSHINE COAST SD

Median days on  
market

46 Days

Median vendor  
discount

-3.0%

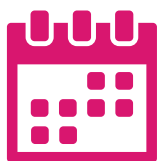


Stock on market

7.9%

## HOUSE MARKET ALL

## SUNSHINE COAST LGA

Median days on  
market

46 Days

Median vendor  
discount

-2.9%



Stock on market

8.0%

## HOUSE MARKET ALL

## NOOSA

Median days on  
market

56 Days

Median vendor  
discount

-3.5%



Stock on market

7.8%

The situation is so critical that there are often dozens of applications for each rental property – and sometimes up to 100 – with rental listings lasting mere hours on the market.

Tenants are often offering more than the asking rent to improve their chances of securing the property.

While the undersupply has been an issue for a while, the rising population coupled with some investors selling their stock has exacerbated the problem even more.

The strong demand has already resulted in soaring rental prices, with the median weekly rent of a two-bedroom unit up by 6.7 per cent to \$400 over the year ending September.

The median weekly rent for a three-bedroom house increased by 3.3 per cent to \$470 over the same period.

Again, the strength of the rental market has yet to flow through to yield data, plus rising property prices are compressing yields at present.

The gross rental yields for houses is at 3.9 per cent for the September quarter and units is at 4.7 per cent on the coast.

## UNIT MARKET

## SUNSHINE COAST LGA

Quarter  
median price

\$445,000

Annual

Annual median  
price

\$426,500

Annual volume  
of sales

2,147



5yrs

Annual median  
price 5 yrs ago

\$370,000

## UNIT MARKET

## NOOSA

Quarter  
median price

\$705,000

Annual

Annual median  
price

\$693,000

Annual volume  
of sales

562



5yrs

Annual median  
price 5 yrs ago

\$415,000

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Alan Rossignoli  
Director at Rossignoli Real Estate



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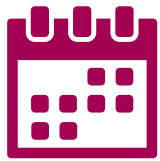






## UNIT MARKET

## SUNSHINE COAST LGA



Median days on market

52 Days



Median vendor discount

-3.0%

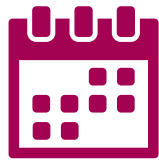


Stock on market

7.4%

## UNIT MARKET

## NOOSA



Median days on market

45 Days



Median vendor discount

-3.5%



Stock on market

6.1%

## RENTAL MARKET

## SUNSHINE COAST LGA



Vacancy Rates

0.5%



House Yields

3.9%



Unit Yields

4.7%

## RENTAL MARKET

## NOOSA



Vacancy Rates

0.5%



House Yields

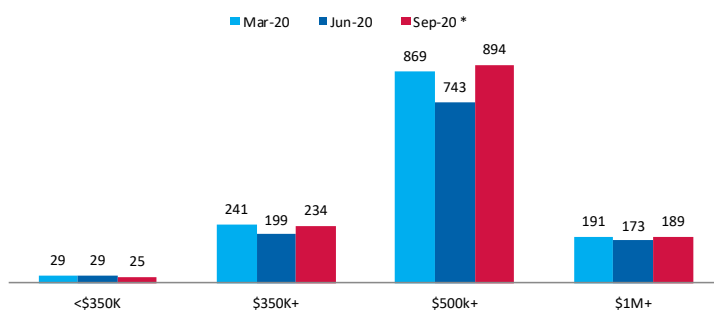
2.9%



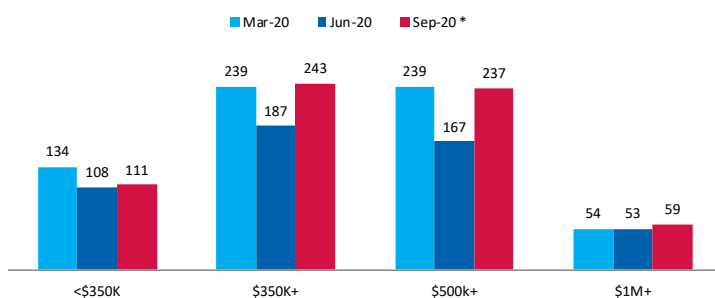
Unit Yields

3.4%

## SUNSHINE COAST &amp; NOOSA HOUSE SALES

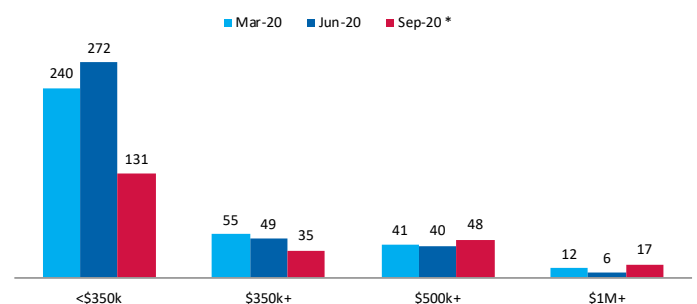
\*Preliminary data  
Houses <2400m²

## SUNSHINE COAST &amp; NOOSA UNIT SALES



\*Preliminary data

## SUNSHINE COAST &amp; NOOSA LAND SALES



\*Preliminary data

## SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>SUNSHINE COAST (SD)</b>	<b>1410</b>	<b>\$637,500</b>	<b>1.6%</b>	<b>5469</b>	<b>\$630,000</b>	<b>\$595,000</b>	<b>5.9%</b>	<b>\$500,000</b>	<b>26.0%</b>
<b>SUNSHINE COAST (SD) ^</b>	<b>288</b>	<b>\$767,000</b>	<b>1.4%</b>	<b>1179</b>	<b>\$740,000</b>	<b>\$730,000</b>	<b>1.4%</b>	<b>\$600,000</b>	<b>23.3%</b>
<b>SUNSHINE COAST (LGA)</b>	<b>1192</b>	<b>\$620,000</b>	<b>1.8%</b>	<b>4628</b>	<b>\$611,000</b>	<b>\$580,000</b>	<b>5.3%</b>	<b>\$494,000</b>	<b>23.7%</b>
<b>SUNSHINE COAST (LGA) ^</b>	<b>216</b>	<b>\$780,000</b>	<b>1.3%</b>	<b>928</b>	<b>\$750,000</b>	<b>\$735,000</b>	<b>2.0%</b>	<b>\$610,000</b>	<b>23.0%</b>
ALEXANDRA HEADLAND	6	N/A	N/A	34	\$1,125,000	\$1,182,500	-4.9%	\$842,500	33.5%
AROONA	11	N/A	N/A	80	\$613,250	\$555,000	10.5%	\$460,000	33.3%
BARINGA	30	\$505,000	-0.5%	111	\$509,500	\$495,681	2.8%	N/A	N/A
BATTERY HILL	7	N/A	N/A	32	\$589,000	\$550,000	7.1%	\$465,000	26.7%
BEERWAH	30	\$498,251	2.1%	123	\$475,000	\$445,000	6.7%	\$391,000	21.5%
BEERWAH ^	13	N/A	N/A	42	\$635,000	\$643,125	-1.3%	\$487,500	30.3%
BIRTINYA	15	N/A	N/A	59	\$737,500	\$617,500	19.4%	\$560,000	31.7%
BLI BLI	42	\$570,000	0.9%	170	\$565,000	\$538,500	4.9%	\$440,000	28.4%
BOKARINA	19	N/A	N/A	48	\$862,712	\$822,500	4.9%	\$565,000	52.7%
BUDDINA	14	N/A	N/A	56	\$850,000	\$834,000	1.9%	\$597,500	42.3%
BUDERIM	132	\$735,000	4.4%	511	\$710,000	\$645,000	10.1%	\$559,000	27.0%
BUDERIM ^	8	N/A	N/A	33	\$900,000	\$1,245,000	-27.7%	\$865,000	4.0%
BURNSIDE	14	N/A	N/A	75	\$470,000	\$453,659	3.6%	\$400,000	17.5%
CALOUNDRA	9	N/A	N/A	35	\$550,000	\$525,000	4.8%	\$440,000	25.0%
CALOUNDRA WEST	31	\$455,000	0.5%	126	\$492,500	\$472,500	4.2%	\$436,500	12.8%
COES CREEK	8	N/A	N/A	33	\$501,500	\$475,000	5.6%	\$388,755	29.0%
COOLUM BEACH	51	\$712,500	1.6%	153	\$710,000	\$674,000	5.3%	\$521,000	36.3%
CURRIMUNDI	33	\$560,000	1.3%	106	\$567,500	\$527,500	7.6%	\$459,000	23.6%
DICKY BEACH	3	N/A	N/A	24	\$872,500	\$847,500	2.9%	\$750,000	16.3%
EUMUNDI	8	N/A	N/A	27	\$600,000	\$600,000	0.0%	\$506,750	18.4%
EUMUNDI ^	9	N/A	N/A	39	\$880,000	\$906,000	-2.9%	\$670,500	31.2%
GLASS HOUSE MOUNTAINS	13	N/A	N/A	54	\$490,000	\$493,500	-0.7%	\$417,000	17.5%
GLASS HOUSE MOUNTAINS ^	11	N/A	N/A	39	\$595,000	\$600,000	-0.8%	\$489,000	21.7%
GOLDEN BEACH	18	N/A	N/A	94	\$627,000	\$580,000	8.1%	\$467,500	34.1%
KULUIN	12	N/A	N/A	32	\$550,000	\$507,500	8.4%	\$418,750	31.3%
LANDSBOROUGH	11	N/A	N/A	52	\$457,000	\$432,500	5.7%	\$360,000	26.9%
LANDSBOROUGH ^	5	N/A	N/A	24	\$615,000	\$570,000	7.9%	\$547,000	12.4%
LITTLE MOUNTAIN	35	\$611,250	3.2%	131	\$604,000	\$565,000	6.9%	\$510,000	18.4%
MALENY	12	N/A	N/A	48	\$595,000	\$555,000	7.2%	\$440,000	35.2%
MALENY ^	9	N/A	N/A	33	\$737,500	\$767,500	-3.9%	\$632,500	16.6%
MAPLETON	4	N/A	N/A	20	\$590,000	\$460,000	28.3%	\$413,000	42.9%
MARCOOLA	12	N/A	N/A	34	\$703,750	\$540,000	30.3%	\$531,500	32.4%
MAROOCHY RIVER^	8	N/A	N/A	32	\$784,000	\$790,000	-0.8%	\$658,750	19.0%
MAROOCHYDORE	54	\$680,000	3.5%	203	\$680,000	\$626,250	8.6%	\$510,000	33.3%
MERIDAN PLAINS	18	N/A	N/A	59	\$532,000	\$511,000	4.1%	\$424,700	25.3%
MINYAMA	9	N/A	N/A	41	\$1,357,500	\$923,000	47.1%	\$771,250	76.0%
MOFFAT BEACH	9	N/A	N/A	44	\$870,000	\$797,500	9.1%	\$623,500	39.5%
MOOLOOLABA	26	\$952,500	2.5%	93	\$920,000	\$828,000	11.1%	\$635,000	44.9%
MOOLOOLAH VALLEY	8	N/A	N/A	40	\$496,000	\$478,500	3.7%	\$415,000	19.5%
MOOLOOLAH VALLEY ^	11	N/A	N/A	43	\$695,000	\$642,500	8.2%	\$525,000	32.4%
MOUNT COOLUM	22	\$722,750	6.1%	59	\$670,500	\$601,500	11.5%	\$515,000	30.2%
MOUNTAIN CREEK	50	\$595,000	-0.2%	206	\$595,000	\$601,500	-1.1%	\$536,000	11.0%
MUDJIMBA	10	N/A	N/A	41	\$770,000	\$710,500	8.4%	\$565,000	36.3%

## SALES MARKET - HOUSES <2400m<sup>2</sup> (CONT'D)

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
NAMBOUR	52	\$437,500	1.2%	180	\$417,050	\$403,000	3.5%	\$350,000	19.2%
NINDERRY ^	8	N/A	N/A	23	\$690,000	\$735,000	-6.1%	\$615,000	12.2%
NIRIMBA	16	N/A	N/A	48	\$523,675	\$505,000	3.7%	N/A	N/A
PACIFIC PARADISE	4	N/A	N/A	26	\$515,000	\$492,000	4.7%	\$400,000	28.8%
PALMVIEW	15	N/A	N/A	71	\$570,000	\$513,650	11.0%	N/A	N/A
PALMVIEW ^	2	N/A	N/A	23	\$852,500	\$838,500	1.7%	N/A	N/A
PALMWOODS	34	\$533,500	-1.3%	110	\$550,000	\$515,000	6.8%	\$442,500	24.3%
PARREARRA	25	\$850,000	2.1%	87	\$747,500	\$772,500	-3.2%	\$601,500	24.3%
PELICAN WATERS	31	\$785,000	2.6%	154	\$795,000	\$747,000	6.4%	\$643,750	23.5%
PEREGIAN BEACH	25	\$845,000	1.8%	87	\$831,000	\$817,500	1.7%	\$705,000	17.9%
PEREGIAN SPRINGS	51	\$682,500	2.9%	200	\$672,500	\$630,000	6.7%	\$550,000	22.3%
ROSEMOUNT ^	4	N/A	N/A	23	\$831,000	\$760,000	9.3%	\$612,500	35.7%
SIPPY DOWNS	36	\$530,000	0.6%	166	\$530,000	\$516,250	2.7%	\$450,000	17.8%
TWIN WATERS	12	N/A	N/A	59	\$825,000	\$850,000	-2.9%	\$708,500	16.4%
WARANA	15	N/A	N/A	64	\$760,000	\$728,000	4.4%	\$550,000	38.2%
WITTA ^	3	N/A	N/A	23	\$670,000	\$618,250	8.4%	\$570,000	17.5%
WOOMBYE	14	N/A	N/A	60	\$529,500	\$513,000	3.2%	\$404,000	31.1%
WURTULLA	23	\$716,000	2.4%	95	\$635,000	\$650,000	-2.3%	\$502,500	26.4%
YANDINA	10	N/A	N/A	36	\$485,000	\$440,000	10.2%	\$375,000	29.3%
YAROOMBRA	20	\$845,000	-10.5%	49	\$855,000	\$769,000	11.2%	\$562,500	52.0%
<b>NOOSA (LGA)</b>	<b>218</b>	<b>\$895,000</b>	<b>3.6%</b>	<b>841</b>	<b>\$860,000</b>	<b>\$775,000</b>	<b>11.0%</b>	<b>\$560,000</b>	<b>53.6%</b>
<b>NOOSA (LGA) ^</b>	<b>72</b>	<b>\$722,500</b>	<b>1.4%</b>	<b>251</b>	<b>\$700,000</b>	<b>\$700,000</b>	<b>0.0%</b>	<b>\$569,500</b>	<b>22.9%</b>
BLACK MOUNTAIN ^	9	N/A	N/A	30	\$664,500	\$695,000	-4.4%	\$569,000	16.8%
COORAN	4	N/A	N/A	20	\$432,500	\$410,000	5.5%	\$292,000	48.1%
COORAN ^	5	N/A	N/A	21	\$595,000	\$557,500	6.7%	\$420,000	41.7%
COOROIBAH ^	6	N/A	N/A	25	\$745,000	\$762,500	-2.3%	\$580,000	28.4%
COOROY	18	N/A	N/A	57	\$545,000	\$543,750	0.2%	\$415,775	31.1%
COOROY ^	6	N/A	N/A	20	\$715,000	\$692,500	3.2%	\$570,000	25.4%
DOONAN ^	15	N/A	N/A	71	\$990,000	\$867,000	14.2%	\$665,000	48.9%
LAKE MACDONALD ^	7	N/A	N/A	26	\$700,000	\$576,000	21.5%	\$622,500	12.4%
NOOSA HEADS	25	\$1,075,000	-7.4%	111	\$1,120,000	\$1,228,000	-8.8%	\$737,500	51.9%
NOOSAVILLE	42	\$1,315,000	3.5%	165	\$1,170,000	\$1,050,000	11.4%	\$767,500	52.4%
PEREGIAN BEACH	25	\$845,000	1.8%	87	\$831,000	\$817,500	1.7%	\$705,000	17.9%
POMONA	6	N/A	N/A	20	\$532,500	\$511,250	4.2%	\$385,000	38.3%
POMONA ^	13	N/A	N/A	34	\$697,500	\$640,000	9.0%	\$485,000	43.8%
SUNRISE BEACH	25	\$1,035,000	5.3%	82	\$1,000,000	\$860,000	16.3%	\$600,000	66.7%
SUNSHINE BEACH	12	N/A	N/A	72	\$2,000,000	\$1,302,500	53.6%	\$1,017,500	96.6%
TEWANTIN	46	\$665,000	1.7%	186	\$610,000	\$580,000	5.2%	\$465,000	31.2%



## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SUNSHINE COAST (SD)	682	\$475,000	2.2%	2709	\$460,000	\$430,000	7.0%	\$375,000	22.7%
SUNSHINE COAST (LGA)	543	\$445,000	1.1%	2147	\$426,500	\$410,500	3.9%	\$370,000	15.3%
ALEXANDRA HEADLAND	33	\$395,000	-0.6%	122	\$437,500	\$384,500	13.8%	\$345,000	26.8%
BIRTINYA	8	N/A	N/A	41	\$416,500	\$435,000	-4.3%	\$429,000	-2.9%
BUDDINA	8	N/A	N/A	28	\$501,000	\$537,950	-6.9%	\$422,500	18.6%
BUDERIM	47	\$405,000	0.3%	173	\$387,500	\$401,000	-3.4%	\$379,500	2.1%
CALOUNDRA	33	\$428,000	-7.7%	121	\$450,000	\$450,000	0.0%	\$390,000	15.4%
COOLUM BEACH	26	\$488,000	3.4%	101	\$435,000	\$425,000	2.4%	\$354,000	22.9%
CURRIMUNDI	5	N/A	N/A	22	\$434,000	\$400,000	8.5%	\$362,500	19.7%
GOLDEN BEACH	13	N/A	N/A	83	\$456,750	\$435,000	5.0%	\$374,000	22.1%
KINGS BEACH	38	\$505,000	1.1%	163	\$465,000	\$435,000	6.9%	\$390,000	19.2%
MARCOOLA	13	N/A	N/A	77	\$410,000	\$370,000	10.8%	\$317,500	29.1%
MAROOCHYDORE	120	\$463,000	1.1%	402	\$452,000	\$425,000	6.4%	\$360,000	25.6%
MINYAMA	7	N/A	N/A	23	\$385,250	\$359,000	7.3%	\$319,000	20.8%
MOOLOOLABA	63	\$446,500	1.4%	259	\$421,250	\$410,000	2.7%	\$379,000	11.1%
MOUNT COOLUM	13	N/A	N/A	57	\$435,000	\$400,000	8.7%	\$373,234	16.5%
MOUNTAIN CREEK	7	N/A	N/A	39	\$390,000	\$395,000	-1.3%	\$377,500	3.3%
MUDJIMBA	8	N/A	N/A	32	\$442,000	\$485,000	-8.9%	\$361,000	22.4%
NAMBOUR	16	N/A	N/A	56	\$281,250	\$262,000	7.3%	\$245,000	14.8%
PARREARRA	20	\$480,000	-1.6%	73	\$497,000	\$495,000	0.4%	\$435,000	14.3%
PELICAN WATERS	7	N/A	N/A	34	\$482,500	\$449,500	7.3%	\$483,125	-0.1%
PEREGIAN BEACH	5	N/A	N/A	25	\$550,000	\$610,000	-9.8%	\$370,000	48.6%
NOOSA (LGA)	139	\$705,000	5.0%	562	\$693,000	\$580,000	19.5%	\$415,000	67.0%
NOOSA HEADS	45	\$875,000	1.0%	195	\$900,000	\$750,000	20.0%	\$490,000	83.7%
NOOSAVILLE	47	\$565,000	0.0%	189	\$550,000	\$492,000	11.8%	\$405,000	35.8%
PEREGIAN BEACH	5	N/A	N/A	25	\$550,000	\$610,000	-9.8%	\$370,000	48.6%
SUNRISE BEACH	11	N/A	N/A	35	\$630,000	\$506,500	24.4%	\$340,000	85.3%
SUNSHINE BEACH	22	\$857,500	7.9%	69	\$844,000	\$750,000	12.5%	\$525,000	60.8%
TEWANTIN	5	N/A	N/A	37	\$370,000	\$390,000	-5.1%	\$295,000	25.4%

SALES MARKET - VACANT LAND <2400M<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
SUNSHINE COAST (SD)	173	\$270,100	-0.2%	1154	\$274,200	\$274,500	-0.1%	\$249,295	10.0%
SUNSHINE COAST (SD) ^	72	\$540,000	4.0%	236	\$520,000	\$495,000	5.1%	\$320,000	62.5%
SUNSHINE COAST (LGA)	154	\$262,500	-0.6%	1103	\$271,000	\$270,100	0.3%	\$246,500	9.9%
SUNSHINE COAST (LGA) ^	62	\$529,000	3.8%	211	\$519,000	\$487,500	6.5%	\$320,000	62.2%
BARINGA	5	N/A	N/A	54	\$320,050	\$225,500	41.9%	N/A	N/A
BOKARINA	4	N/A	N/A	24	\$497,500	\$479,500	3.8%	N/A	N/A
BUDERIM	2	N/A	N/A	21	\$375,000	\$435,000	-13.8%	\$343,500	9.2%
BURNSIDE	8	N/A	N/A	39	\$245,000	\$232,500	5.4%	\$186,500	31.4%
GLASS HOUSE MOUNTAINS	12	N/A	N/A	58	\$262,500	N/A	N/A	\$198,000	32.6%
LANDSBOROUGH	3	N/A	N/A	26	\$280,000	\$265,000	5.7%	\$201,500	39.0%
MOOLOOLAH VALLEY	5	N/A	N/A	54	\$301,000	\$302,250	-0.4%	N/A	N/A
NAMBOUR	11	N/A	N/A	34	\$240,000	\$249,500	-3.8%	\$180,950	32.6%
NIRIMBA	45	\$157,500	-3.7%	312	\$231,500	\$241,200	-4.0%	N/A	N/A
PALMVIEW	22	\$210,700	-0.1%	210	\$256,700	\$255,500	0.5%	\$299,000	-14.1%
PALMVIEW ^	6	N/A	N/A	22	\$497,500	\$395,000	25.9%	\$310,000	60.5%
PALMWOODS	1	N/A	N/A	39	\$320,000	\$312,000	2.6%	N/A	N/A
PELICAN WATERS	3	N/A	N/A	33	\$516,500	\$442,500	16.7%	\$265,000	94.9%
PEREGIAN SPRINGS	8	N/A	N/A	33	\$399,000	\$425,000	-6.1%	\$370,000	7.8%
WOOMBYE	3	N/A	N/A	20	\$294,000	\$320,000	-8.1%	\$215,000	36.7%
NOOSA (LGA)	19	N/A	N/A	51	\$615,000	\$328,500	87.2%	\$310,000	98.4%
NOOSA (LGA) ^	10	N/A	N/A	25	\$540,000	\$500,000	8.0%	\$329,500	63.9%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$470	669	\$455	691	\$420	806
4518	Glass House Mountains	\$423	8	\$435	10	\$360	9
4519	Beerwah/ Peachester	\$389	20	\$385	25	\$365	14
4550	Landsborough/ Mt Mellum	\$440	11	\$375	6	\$390	17
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$460	172	\$440	148	\$415	189
4552	Bald Knob/ Baroon Pocket/ Booroobin/ Conondale/ Maleny/ Mountain View/ Reesville/ Witta	\$400	19	\$480	17	\$330	17
4553	Glenview/ Mooloolah/ Mooloolah Valley/ Palmview	\$480	20	\$440	23	\$350	7
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$465	10	\$430	11	\$395	13
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$470	43	\$475	53	\$445	76
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$523	40	\$493	40	\$450	45
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$510	45	\$485	55	\$440	53
4559	Diddillibah/ Kiels Mountain/ West Woombye/ Woombye	\$470	17	\$465	9	\$380	9
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulong/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$415	63	\$416	70	\$380	89
4561	Bridges/ Maroochy River/ Ninderry/ Nth Arm/ Valdora/ Yandina/ Yandina Ck	\$460	14	\$425	9	\$370	11
4562	Belli Pk/ Doonan/ Eerwah Vale/ Eumundi/ Verrierdale/ Weba Downs	\$550	13	\$513	10	\$450	12
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$500	19	\$460	23	\$420	40
4572	Alexandra Headland	N/A	4	\$475	6	N/A	4
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregian Bch/ Pt Arkwright/ Yaroomba	\$520	73	\$480	84	\$450	86
4574	Coolabine/ Gheerulla/ Kenilworth/ Kidaman Creek/ Moy Pocket/ Obi Obi	N/A	3	N/A	4	N/A	3
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$493	74	\$475	83	\$440	107





## RENTAL MARKET - 3 BED HOUSES (CONT'D)

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>NOOSA SHIRE</b>	<b>\$500</b>	<b>85</b>	<b>\$480</b>	<b>83</b>	<b>\$430</b>	<b>145</b>
4563	Black Mountain/ Carters Ridge/ Cooroy/ Tinbeerwah	\$490	6	\$478	12	\$390	16
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$460	28	\$450	23	\$440	47
4566	Munna Pt/ Noosaville	\$565	8	\$500	7	\$430	13
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$600	30	\$600	27	\$500	40
4568	Pomona	\$485	6	\$423	8	\$375	20
4569	Cooran	\$410	6	N/A	4	\$310	8

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$400	708	\$375	723	\$340	819
4518	Glasshouse Mountains	\$340	7	N/A	3	N/A	1
4519	Beerwah/ Peachester	\$310	5	\$250	7	\$300	11
4550	Landsborough/ Mount Mellum	\$350	5	N/A	4	N/A	1
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$370	119	\$360	110	\$330	158
4555	Chevallum/ Hunchy/ Landers Shoot/ Palmwoods	\$378	6	N/A	2	N/A	1
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$390	92	\$375	90	\$330	59
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$400	81	\$380	84	\$340	84
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$410	121	\$400	147	\$350	154
4559	Diddillibah/ Kiels Mountain/ West Woombye/ Woombye	\$300	7	\$300	11	\$280	11
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$340	30	\$305	36	\$250	44
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$360	19	\$390	49	\$350	55
4572	Alexandra Headland	\$430	47	\$410	27	\$360	64
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrin Bch/ Pt Arkwright/ Yaroomba	\$410	44	\$395	63	\$350	65
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$430	119	\$425	76	\$400	100
	NOOSA SHIRE	\$455	96	\$423	64	\$360	116
4563	Black Mountain/ Carters Ridge/ Cooroy/ Cooroy Mountain/ Lake Macdonald/ Ridgewood/ Tinbeerwah	\$360	7	N/A	N/A	N/A	3
4565	Boreen Pt/ Cootharaba/ Lake Cootharaba/ Noosa Parklands/ Teewah/ Tewantin	\$300	6	N/A	4	\$315	8
4566	Munna Pt/ Noosaville	\$445	32	\$405	20	\$375	45
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$495	47	\$440	40	\$380	60

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	SUNSHINE COAST REGIONAL	\$450	241	\$440	221	\$410	233
4519	Beerwah/ Peachester	N/A	3	N/A	2	N/A	3
4551	Aroona/ Battery Hill/ Caloundra/ Currimundi/ Diamond Head/ Dicky Bch/ Golden Bch/ Kings Bch/ Little Mtn/ Meridan Plns/ Moffat Bch/ Pelican Waters/ Shelly Bch	\$440	47	\$438	40	\$415	41
4556	Buderim/ Forest Glen/ Kunda Pk/ Mons/ Sippy Downs/ Tanawha	\$435	42	\$430	48	\$400	45
4557	Bundills/ Kawana Is/ Mooloolaba/ Mountain Ck	\$468	36	\$470	25	\$420	52
4558	Cotton Tree/ Kuluin/ Maroochydore/ Sunshine Plaza	\$470	32	\$430	29	\$400	27
4560	Bli Bli/ Burnside/ Coes Ck/ Cooloolabin/ Dulang/ Flaxton/ Highworth/ Image Flat/ Kiamba/ Kulangoor/ Kureelpa/ Mapleton/ Montville/ Nambour/ Parklands/ Perwillowen/ Rosemont/ Towen Mtn	\$395	6	\$400	13	\$370	9
4564	Marcoola/ Mudjimba/ Pacific Paradise	\$485	9	\$470	8	\$395	15
4572	Alexandra Headland	N/A	4	N/A	N/A	N/A	N/A
4573	Centenary Heights/ Coolum Bch/ Marcus Bch/ Mt Coolum/ Peregrin Bch/ Pt Arkwright/ Yaroomba	\$525	38	\$495	37	\$440	30
4575	Birtinya/ Bokarina/ Buddina/ Kawana Waters/ Minyama/ Parrearra/ Warana/ Wurtulla	\$495	14	\$480	10	\$420	6
	NOOSA SHIRE	\$595	19	\$540	18	\$480	27
4566	Munna Pt/ Noosaville	\$505	11	\$530	5	\$465	6
4567	Castaways Bch/ Little Cove/ Noosa Heads/ Sunrise Bch/ Sunshine Bch	\$620	7	\$595	10	\$480	15

## EMPLOYMENT MARKET

### WIDE BAY



**Unemployment Rate**

**7.5%**



**Participation Rate**

**49.6%**

## HOUSE MARKET (<2400M<sup>2</sup>)



**Quarter median price**

**\$335,000**



**Annual median price**

**\$328,500**



**Annual volume of sales**

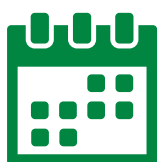
**1,698**



**Annual median price 5yrs ago**

**\$305,000**

## HOUSE MARKET ALL



**Median days on market**

**70 Days**



**Median vendor discount**

**-4.3%**



**Stock on market**

**8.8%**

## Fraser Forges Ahead

**One of our State's most picturesque regions has come into its own during this year of the pandemic.**

There was a general perception back in March, that 2020 would prove dire for markets across the board, and would see many regional real estate markets struggle.

Households prepared for austerity, with numerous looking to downsize, rationalise and generally prepare for the dark days ahead.

But as the month's progressed, these regional centres came into their own.

Not only were COVID-19 infections held at bay – which allowed local communities to trade more openly than expected – but there were regions that thrived in a world where lifestyle decisions trumped the need to be close to a workplace.

The results of this changing demand for property are becoming more obvious as we head into the year's end, according to REIQ Fraser Coast zone chair, Kim Carter.

"We're flat out at the moment. We're listing properties and they're selling in a couple of days. There's been such a turnaround," Carter said.

"The \$25,000 grant has prompted land sales too, and we're seeing a mix of locals and out of town buyers purchasing property."

Carter said there's also been plenty of enquiry from interstate purchasers looking to escape southern capitals. If the calls she's received in the past few months translate into inspections, she expects to see an influx of out-of-town buyers filtering through in December and January.

### House Market (<2400m<sup>2</sup>)

Both quarterly and annual median house price movements up to September indicated that Fraser Coast values are steady within the rising sector of the price cycle.

Carter said the bullish energy she spoke of in our last Quarterly Market Monitor edition had grown in recent months.

"Momentum has continued for houses in the \$500,000 to \$700,000 price range, to the point where there's very few available now.

"In fact, basically all those listings that had been sitting on the market have now sold. I was speaking with a valuer recently who was starting to get shocked at some of the prices being achieved," said Carter.

However, the price points available to buyers are very accessible on Fraser Coast – if you can find a listing, that is.

The annual median sale price for houses was \$328,500 across 1698 transactions to September – a rise of 1.1 per cent on last year's median price figure.

The quarterly median house price to September was \$335,000 across 379 transactions, and reflected an increase of 1.1 per cent over the period.

Fraser Coast's housing listing number tightened in 2020. The region saw 3515 listings for the year, a substantial 15 per cent drop on last year's number of 4133.

Fraser Coast's stock on market figure fell by 1.6 per cent to reach 8.8 per cent for the year to September.

Median days on market for houses increased to 70 for the year to September, compared to 64 for the same measure in 2019.

The median vendor discount fell by 0.6 per cent to reach 4.3 per cent for the year to September.

### Unit Market

Fraser Coast's unit market is moving toward its peak of the price cycle, but it's had come off a low base, according to Carter.

In essence, there was little demand for units up until recently, but that's turned a corner.

## UNIT MARKET



Quarter  
median price ↑  
**\$256,250**



Annual  
median price ↑  
**\$261,000**

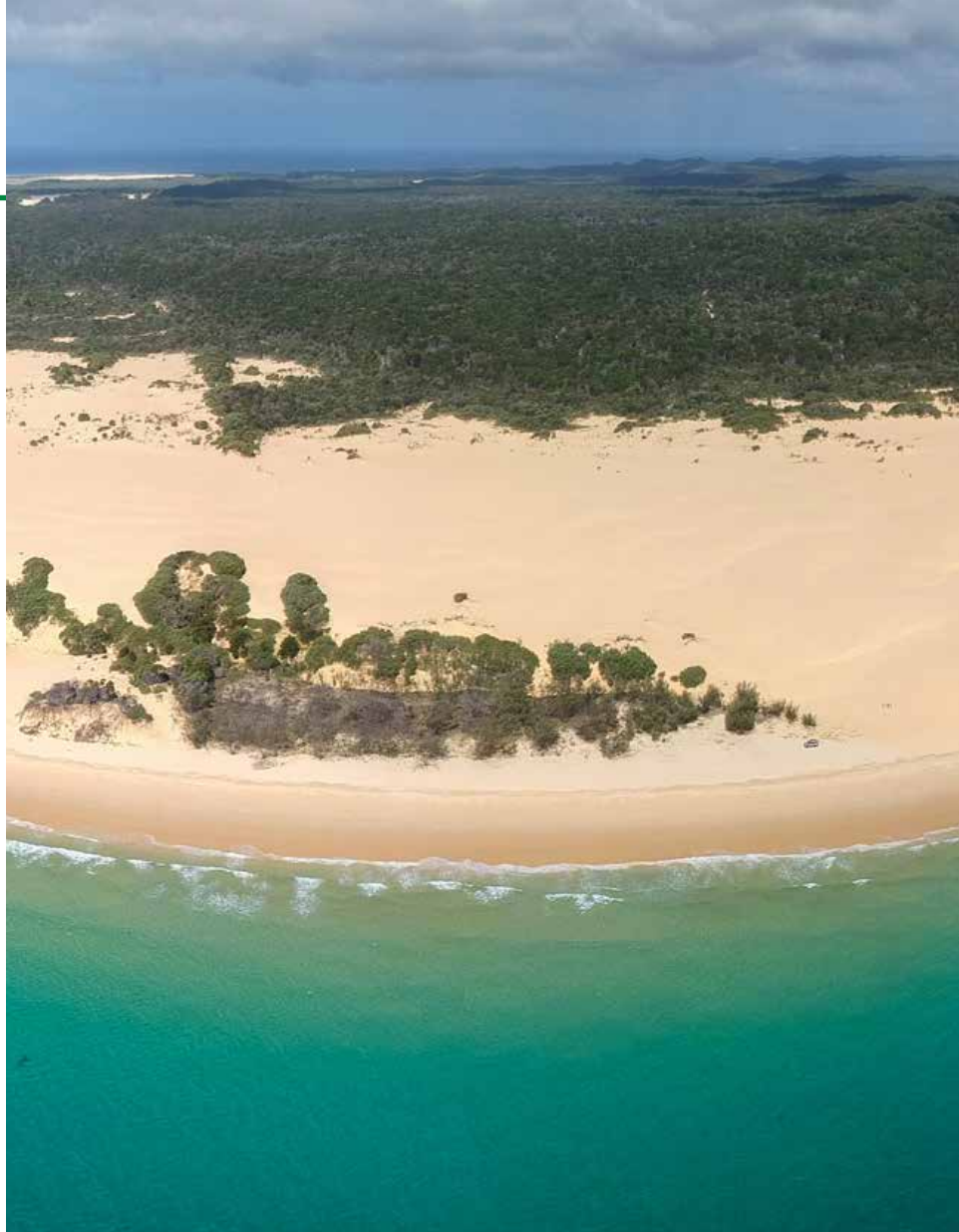


Annual volume  
of sales ↓  
**272**



Annual median  
price 5 yrs ago ↑  
**\$250,000**

**“We’re flat out at the moment. We’re listing properties and they’re selling in a couple of days. There’s been such a turnaround. The \$25,000 grant has prompted land sales too, and we’re seeing a mix of locals and out of town buyers purchasing property,” Carter said.**



“We’ve actually got demand for units at the moment which is great given we’ve probably had a decade of listings from developments that had gone into receivership.

“It’s been a mix of both local and out-of-town buyers.

“Everything is changing and we’re now seeing resales where the prices have increased. I could safely say there’s been an eight to 10 per cent increase given what’s been achieved recently,” said Carter.

Her assessment is pretty much spot on. Up until September, the annual median sale price for units was \$261,000 across 272 transactions, which reflects a solid 6.5 per cent increase on the previous year’s measure.

The quarterly median unit price to September was \$256,250 across 59 transactions which reflected a 1.4 per cent increase on last year’s result.

Total listing numbers for units fell over the year by 14.0 per cent while stock on market was down 1.4 per cent. Both reflect a tightening of supply in the sector.

Median days on market rose. This measure came in at 100 for the year to September 2020 while the same metric for the year to September 2019 was 83.

Median vendor discounting stayed flat for the year to September coming in at -4.9 per cent – the same result as the previous period.

### Rental Market

Carter said the rental market has remained buoyant, with the vacancy rate staying tight because of limited available stock.

The September vacancy rate was a very low 0.8 per cent, lower than the already tight 1.1 per cent recorded for the June quarter.





## UNIT MARKET



Median days on market

100 Days



Median vendor discount

-4.9%



Stock on market

7.5%

Investors had been fairly inactive in the market until recently, but low vacancy rates are a stimulus for investor buyers, so it will be interesting to see how that translates in the coming month's sales.

According to our analysis of the September quarter, three-bedroom houses recorded an annual median weekly rent of \$340 across 218 new rental bonds. This median rent was \$20 more per week as compared to 2019's result.

Two-bedroom units had a median weekly rent of \$275 across 125 new rental bonds. This was an increase of \$10 per week compared to the same time last year.

Three-bedroom townhouses came in at \$350 per week across 33 new rental bonds. This was a \$10 per week fall on last's year's result.

Gross rental yields for houses remained flat at 5.3 per cent for the September quarter.

In comparison, gross yields for units tightened dramatically to 5.6 per cent for the September quarter from 6.4 per cent for the June quarter.

## RENTAL MARKET



Vacancy Rates

0.8%



House Yields

5.3%



Unit Yields

5.6%

## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
FRASER COAST (LGA)	59	\$256,250	1.4%	272	\$261,000	\$245,000	6.5%	\$250,000	4.4%
MARYBOROUGH	2	N/A	N/A	21	\$180,000	\$180,000	0.0%	\$195,000	-7.7%
PIALBA	10	N/A	N/A	43	\$238,000	\$268,000	-11.2%	\$240,000	-0.8%
SCARNESS	11	N/A	N/A	39	\$240,000	\$290,000	-17.2%	\$267,500	-10.3%
TORQUAY	10	N/A	N/A	42	\$268,000	\$230,000	16.5%	\$211,000	27.0%
URANGAN	19	N/A	N/A	93	\$279,000	\$250,000	11.6%	\$275,000	1.5%

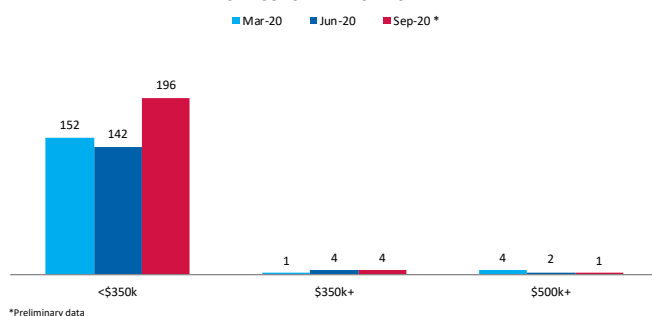
## SURROUNDS

GYMPIE (LGA)	26	\$287,500	2.3%	100	\$256,250	\$275,000	-6.8%	\$260,000	-1.4%
GYMPIE	2	N/A	N/A	26	\$261,250	\$265,000	-1.4%	\$250,000	4.5%
RAINBOW BEACH	12	N/A	N/A	37	\$290,000	\$310,000	-6.5%	\$273,000	6.2%
TIN CAN BAY	4	N/A	N/A	21	\$285,000	N/A	N/A	N/A	N/A

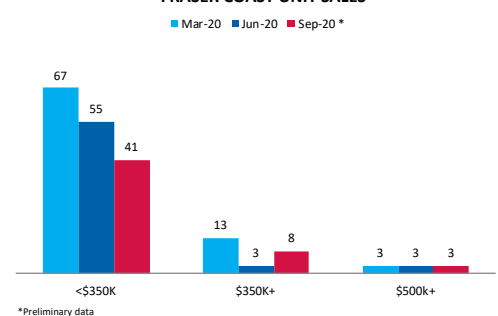
## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY*	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
FRASER COAST REGIONAL		\$350	33	\$360	24	\$310	50
4655	Hervey Bay/Pialba/Scarness/Urangan	\$350	31	\$360	23	\$320	47
GYMPIE REGIONAL		N/A	4	N/A	4	\$350	10
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/Monkland/Southside/Victory Heights	N/A	2	N/A	4	\$440	9

## FRASER COAST LAND SALES



## FRASER COAST UNIT SALES

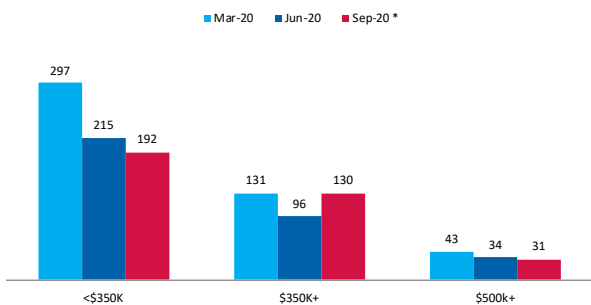


## SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>FRASER COAST (LGA)</b>	<b>379</b>	<b>\$335,000</b>	<b>1.1%</b>	<b>1698</b>	<b>\$328,500</b>	<b>\$325,000</b>	<b>1.1%</b>	<b>\$305,000</b>	<b>7.7%</b>
<b>FRASER COAST (LGA) ^</b>	<b>103</b>	<b>\$420,000</b>	<b>0.4%</b>	<b>419</b>	<b>\$416,500</b>	<b>\$390,000</b>	<b>6.8%</b>	<b>\$369,000</b>	<b>12.9%</b>
BURRUM HEADS	20	\$445,000	3.2%	71	\$415,000	\$383,500	8.2%	\$363,750	14.1%
CRAIGNISH	5	N/A	N/A	25	\$453,000	\$457,500	-1.0%	\$386,000	17.4%
CRAIGNISH ^	5	N/A	N/A	24	\$516,750	\$477,500	8.2%	\$420,000	23.0%
DUNDOWRAN BEACH	5	N/A	N/A	24	\$550,000	\$563,750	-2.4%	\$542,500	1.4%
DUNDOWRAN BEACH ^	4	N/A	N/A	35	\$610,000	\$600,000	1.7%	\$540,987	12.8%
ELI WATERS	16	N/A	N/A	73	\$336,250	\$325,000	3.5%	\$326,000	3.1%
GRANVILLE	9	N/A	N/A	49	\$208,500	\$222,000	-6.1%	\$196,000	6.4%
HOWARD	6	N/A	N/A	23	\$235,750	\$238,000	-0.9%	\$210,000	12.3%
KAWUNGAN	23	\$395,000	0.6%	98	\$349,000	\$352,625	-1.0%	\$335,000	4.2%
MARYBOROUGH	62	\$215,000	0.9%	294	\$211,800	\$200,000	5.9%	\$197,000	7.5%
NIKENBAH	6	N/A	N/A	20	\$369,500	\$355,000	4.1%	\$328,000	12.7%
OAKHURST ^	3	N/A	N/A	23	\$385,000	\$385,000	0.0%	\$320,000	20.3%
PIALBA	10	N/A	N/A	64	\$320,000	\$300,000	6.7%	\$277,500	15.3%
POINT VERNON	34	\$369,500	0.7%	132	\$345,000	\$329,475	4.7%	\$300,000	15.0%
RIVER HEADS	14	N/A	N/A	38	\$325,000	\$330,000	-1.5%	\$300,000	8.3%
SCARNESS	22	\$320,000	1.6%	69	\$325,000	\$300,000	8.3%	\$270,500	20.1%
TINANA	6	N/A	N/A	49	\$285,000	\$270,000	5.6%	\$280,000	1.8%
TINANA ^	4	N/A	N/A	25	\$415,000	\$370,000	12.2%	\$370,000	12.2%
TOOGOOM	20	\$381,000	4.7%	81	\$370,000	\$331,250	11.7%	\$310,000	19.4%
TORQUAY	20	\$350,000	3.4%	91	\$340,000	\$330,000	3.0%	\$300,000	13.3%
URANGAN	45	\$367,500	0.3%	221	\$350,000	\$349,000	0.3%	\$312,250	12.1%
URRAWEEEN	28	\$357,500	-2.4%	129	\$361,000	\$372,250	-3.0%	\$350,000	3.1%
WONDUNNA	4	N/A	N/A	35	\$397,500	\$430,000	-7.6%	\$410,000	-3.0%

SURROUNDS									
<b>GYMPIE (LGA)</b>	<b>182</b>	<b>\$330,000</b>	<b>5.9%</b>	<b>658</b>	<b>\$315,000</b>	<b>\$287,500</b>	<b>9.6%</b>	<b>\$265,000</b>	<b>18.9%</b>
<b>GYMPIE (LGA) ^</b>	<b>92</b>	<b>\$417,000</b>	<b>2.2%</b>	<b>417</b>	<b>\$415,000</b>	<b>\$385,000</b>	<b>7.8%</b>	<b>\$339,500</b>	<b>22.2%</b>
COOLOOLA COVE	23	\$345,000	2.3%	76	\$317,000	\$297,500	6.6%	\$280,000	13.2%
CURRA ^	15	N/A	N/A	48	\$330,000	\$316,000	4.4%	\$266,500	23.8%
GYMPIE	74	\$290,000	3.3%	263	\$279,000	\$265,000	5.3%	\$241,000	15.8%
JONES HILL	9	N/A	N/A	26	\$372,500	\$355,000	4.9%	\$360,000	3.5%
MONKLAND	8	N/A	N/A	28	\$279,000	\$245,000	13.9%	\$212,000	31.6%
PIE CREEK ^	6	N/A	N/A	21	\$435,000	\$437,000	-0.5%	\$385,500	12.8%
RAINBOW BEACH	7	N/A	N/A	31	\$500,000	\$482,000	3.7%	\$397,500	25.8%
SOUTHSIDE	36	\$401,000	5.8%	122	\$349,000	\$327,000	6.7%	\$320,000	9.1%
TIN CAN BAY	13	N/A	N/A	61	\$320,500	\$342,500	-6.4%	\$287,500	11.5%
VETERAN ^	5	N/A	N/A	21	\$475,000	\$422,500	12.4%	\$417,500	13.8%
<b>SOUTH BURNETT (LGA)</b>	<b>74</b>	<b>\$190,000</b>	<b>2.5%</b>	<b>279</b>	<b>\$205,000</b>	<b>\$200,000</b>	<b>2.5%</b>	<b>\$190,000</b>	<b>7.9%</b>
<b>SOUTH BURNETT (LGA) ^</b>	<b>54</b>	<b>\$284,000</b>	<b>-0.5%</b>	<b>221</b>	<b>\$297,500</b>	<b>\$275,000</b>	<b>8.2%</b>	<b>\$256,000</b>	<b>16.2%</b>
KINGAROY	31	\$233,000	1.5%	141	\$240,000	\$235,500	1.9%	\$230,500	4.1%
KINGAROY ^	8	N/A	N/A	32	\$390,000	\$361,000	8.0%	\$365,000	6.8%
MURGON	5	N/A	N/A	21	\$148,000	\$120,000	23.3%	\$138,750	6.7%
NANANGO	15	N/A	N/A	49	\$180,000	\$170,000	5.9%	\$170,000	5.9%
NANANGO ^	3	N/A	N/A	22	\$275,000	\$262,500	4.8%	\$212,500	29.4%
WONDAI	7	N/A	N/A	23	\$177,000	\$182,500	-3.0%	\$182,500	-3.0%

FRASER COAST HOUSE SALES



## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>FRASER COAST (LGA)</b>	<b>127</b>	<b>\$165,000</b>	<b>-0.6%</b>	<b>420</b>	<b>\$165,000</b>	<b>\$165,000</b>	<b>0.0%</b>	<b>\$149,500</b>	<b>10.4%</b>
<b>FRASER COAST (LGA) ^</b>	<b>88</b>	<b>\$110,000</b>	<b>13.6%</b>	<b>256</b>	<b>\$125,000</b>	<b>\$90,000</b>	<b>38.9%</b>	<b>\$95,000</b>	<b>31.6%</b>
BURRUM HEADS	10	N/A	N/A	37	\$137,000	\$139,000	-1.4%	\$105,000	30.5%
GLENWOOD ^	33	\$78,500	1.3%	79	\$76,000	\$72,000	5.6%	\$65,000	16.9%
NIKENBAH	7	N/A	N/A	34	\$190,000	\$190,000	0.0%	N/A	N/A
PIALBA	5	N/A	N/A	39	\$190,000	\$185,000	2.7%	\$230,000	-17.4%
RIVER HEADS	27	\$90,000	0.0%	63	\$113,000	\$87,500	29.1%	\$111,000	1.8%
URANGAN	11	N/A	N/A	26	\$190,000	\$177,500	7.0%	\$160,000	18.8%
URRAWEEEN	7	N/A	N/A	28	\$170,000	\$180,000	-5.6%	\$159,500	6.6%
WONDUNNA	8	N/A	N/A	24	\$175,000	\$162,500	7.7%	\$157,000	11.5%
SURROUNDS									
<b>GYMPIE (LGA)</b>	<b>55</b>	<b>\$138,998</b>	<b>1.4%</b>	<b>172</b>	<b>\$141,995</b>	<b>\$132,250</b>	<b>7.4%</b>	<b>\$125,000</b>	<b>13.6%</b>
<b>GYMPIE (LGA) ^</b>	<b>75</b>	<b>\$195,000</b>	<b>0.5%</b>	<b>215</b>	<b>\$186,000</b>	<b>\$175,000</b>	<b>6.3%</b>	<b>\$130,000</b>	<b>43.1%</b>
CHATSWORTH ^	22	\$187,500	1.1%	37	\$185,000	\$187,000	-1.1%	\$125,000	48.0%
CURRA ^	3	N/A	N/A	20	\$128,000	\$126,000	1.6%	\$99,950	28.1%
COOLOOLA COVE	17	N/A	N/A	43	\$105,000	\$105,000	0.0%	\$109,000	-3.7%
GYMPIE	7	N/A	N/A	27	\$135,995	\$132,000	3.0%	\$133,000	2.3%
PIE CREEK ^	4	N/A	N/A	36	\$190,000	\$210,000	-9.5%	\$160,750	18.2%
SOUTHSIDE	11	N/A	N/A	40	\$145,000	\$140,000	3.6%	\$129,000	12.4%
<b>SOUTH BURNETT (LGA)</b>	<b>41</b>	<b>\$48,750</b>	<b>26.7%</b>	<b>86</b>	<b>\$38,000</b>	<b>\$38,750</b>	<b>-1.9%</b>	<b>\$35,000</b>	<b>8.6%</b>
<b>SOUTH BURNETT (LGA) ^</b>	<b>62</b>	<b>\$95,000</b>	<b>14.7%</b>	<b>149</b>	<b>\$86,000</b>	<b>\$82,000</b>	<b>4.9%</b>	<b>\$82,000</b>	<b>4.9%</b>

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	FRASER COAST REGIONAL	\$340	218	\$320	244	\$290	310
4650	Maryborough region	\$295	78	\$290	100	\$250	99
4655	Hervey Bay/Pialba/Scarness/Urangan	\$350	129	\$340	131	\$310	185
4659	Burrum/Burrum Heads/Howard	\$335	10	\$285	12	\$300	25
	GYMPIE REGIONAL	\$310	112	\$300	111	\$260	180
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/ Monkland/Southside/Victory Heights	\$310	97	\$300	88	\$260	143
4580	Cooloola/Tin Can Bay	\$330	5	\$305	16	\$275	27
4601	Barahmbah/ Boonara/ Boobyjan/ Goomeri/ Goomeribong/ Kinbombi/ Manumbar/ Tansey/ Wrattens Forest	\$220	5	N/A	1	N/A	3
	SOUTH BURNETT REGIONAL	\$270	109	\$255	93	\$240	144
4605	Barlil	\$250	17	\$220	19	\$195	22
4606	MP Creek	\$250	9	N/A	4	\$230	9
4608	Charlestown	\$245	5	N/A	2	\$210	5
4610	Alice Creek	\$285	60	\$270	50	\$250	77
4615	Barker Creek Flat	\$260	16	\$250	15	\$240	30

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>FRASER COAST REGIONAL</b>	<b>\$275</b>	<b>125</b>	<b>\$265</b>	<b>125</b>	<b>\$245</b>	<b>164</b>
4650	Aldershot	\$210	35	\$218	30	\$190	36
4655	Hervey Bay/Pialba/Scarness/Urangan	\$300	87	\$285	92	\$260	128
	<b>GYMPIE REGIONAL</b>	<b>\$230</b>	<b>43</b>	<b>\$245</b>	<b>34</b>	<b>\$204</b>	<b>46</b>
4570	Gympie/Amamoor/Curra/Imbil/Kandanga/ Monkland/Southside/Victory Heights	\$225	31	\$225	27	\$200	29
4580	Cooloola/Tin Can Bay	N/A	4	N/A	1	\$200	8
4581	Rainbow Beach/Inskip	\$260	7	\$260	6	\$230	8
	<b>SOUTH BURNETT REGIONAL</b>	<b>\$200</b>	<b>46</b>	<b>\$200</b>	<b>35</b>	<b>\$180</b>	<b>57</b>
4605	Barlil	\$185	8	N/A	1	N/A	2
4610	Alice Creek	\$220	29	\$205	22	\$190	50

## EMPLOYMENT MARKET

### WIDE BAY



**Unemployment Rate**

**7.5%**



**Participation Rate**

**49.6%**

## HOUSE MARKET (<2400M<sup>2</sup>)



**Quarter median price**

**\$293,184**



**Annual median price**

**\$285,000**



**Annual volume of sales**

**1,187**



**Annual median price 5yrs ago**

**\$280,000**

## HOUSE MARKET ALL



**Median days on market**

**56 Days**



**Median vendor discount**

**-3.8%**



**Stock on market**

**7.7%**

## Bundaberg Running Strong

**Bundaberg is among a raft of regional property markets that performed well this year, despite challenging circumstances.**

There's no doubt concern set in at the start of 2020 for markets across the state, and Bundaberg wasn't insulated from the anxiety.

But as locations emerged from lockdown, and Queensland's hard borders proved successful in stemming the spread of COVID, our local economies began to operate once more.

There was also a state-wide appetite for supporting Queensland businesses, which helped regions such as Bundaberg enjoy prominence among consumers – particularly in the tourism sector.

As such, the region's property market has not only weathered the challenges of 2020, but has emerged into the growth phase of its price cycle.

Our analysis of data to September 2020 was positive too, suggesting the first three quarters of the year began the turnaround.

A combination of rising median house prices, on the back of tighter listing numbers, was good news for owners who, at the start of the year, would have been concerned about values softening.

In addition, the rental market is extremely strong with a very tight vacancy rate and rising rents. This combination is often a precursory for increased investor activity.

While these numbers certainly paint a picture of good activity heading into October, qualitative information from local sources indicates the market may have become even stronger in more recent months.

National property valuers, Herron Todd White, have released their December market report, and the firm noted there had been robust demand across the board with sales of vacant land and established houses doing particularly well.

"Sales of vacant land have been startling in that most vacant blocks have been sold so that owners can take advantage of the generous grant from the government. Sales of established residential product have also peaked, with most agents running out of stock," according to the report.

"Southern buyers are also beginning to be a presence in the local market with the advent of working from home and in some cases, no need to visit the office. We are still one of the most affordable places around, and proximity to the southern tip of the Great Barrier Reef makes the Bundaberg region one to watch."

### Local Economy and Infrastructure Investment

The State government has made no secret of the fact they see Queensland's economic recovery being built on the back of jobs growth and infrastructure.

To this end, they're funding a number of schemes to boost the turnaround.

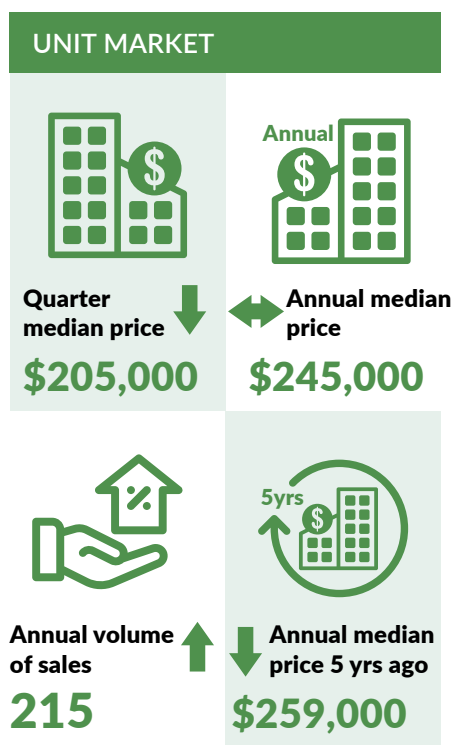
For example, the Government established a new \$1.1 million funding package to get more seasonal workers onto farms in Bundaberg.

The funding is part of the Government's *Wide Bay Regional Recovery Action Plan* and include elements such as the *Back to Work in Agriculture Incentive Scheme*, which includes payments of up to \$1500 to assist with accommodation and transport costs associated with travelling and staying in remote locations.

Other components include #PickQld Campaign – a targeted campaign to connect seasonal workers, displaced Queensland workers, and working holiday makers to employment opportunities in key agriculture regions like Bundaberg. As well as the *Queensland Agriculture Workforce Network* (QAWN) which is designed to deliver local solutions to workforce issues.

Other support comes in the form of transport and mobility, with an announcement the Bundaberg to Gin Gin Rail Trail will transform the region's old rail line into a bikeway. More than \$9.5 million is being contributed by the State government and the project is expected to create 229 jobs.





**Prices Analysis of both quarterly and annual median price movement indicate Bundaberg's housing is in the 'recovering' phase of its price cycle.**

A further expenditure program will see schools across Bundaberg share in over \$2.4 million in new projects, minor works and upgrades.

Several state schools in Bundaberg will benefit from this funding, which will support local construction jobs.

The funding boost is on top of \$12 million already being invested at Bundaberg High as part a *Renewing our Schools* program.

#### House Market (<2400m2)

Analysis of both quarterly and annual median price movement indicate Bundaberg's housing is in the 'recovering' phase of its price cycle.

Bundaberg's median house price rose 3.6 per cent in the year to September, coming in at \$285,000 based on 1187 transactions.

The region's September quarter median price was \$293,184 based on 283 sales. This was a 1.8 per cent increase on the median price compared to the previous quarter.

Total annual house listing numbers fell by 13.4 per cent to reach 3063 for the year to September 2020.

Stock on market decrease from 9.0 per cent in 2019 to 7.7 per cent in 2020.

Median days-on-market fell by six. The figure came in at 56 for the year to September.

Sellers tightened their negotiation positions too. The median vendor discount figure for the 12-months to September 2020 was -3.8 per cent as compared to 2019's median discount of -4.8 per cent.

#### Unit Market

Analysis of both quarterly and annual median price movements indicate Bundaberg's unit market is in the rising sector of the cycle and approaching its peak.

The quarterly unit and townhouse recorded a median sale price for the September quarter of \$205,000, which was 1.6 per cent lower than the previous quarter.

The annual median for units to September was \$245,000 based on 215 transactions. This reflected no change on last year's result.

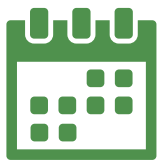
Total listings for the year to September 2020 was 319 representing a dramatic 27.5 per cent reduction on last year's total figure of 440 listings. Stock on market to September was 5.7 per cent which is 2.2 percentage points lower than the same measure last year.

Median days on market for the year to September was 113 days which was 24 days lower than last year's number.

Vendors firmed on their discounting as well. The year to September revealed a median discount of -4.0 per cent, compared to the 2019 result of -5.4 per cent.



## UNIT MARKET

**Median days on market****113 Days****Median vendor discount****-4.0%****Stock on market****5.7%**

## RENTAL MARKET

**Vacancy Rates****0.4%****House Yields****5.5%****Unit Yields****6.6%****Rental Market**

The Bundaberg rental market remains extremely healthy with tight vacancies and good rent returns.

The September quarter 2020 vacancy rates came in at an extraordinarily low 0.4 per cent, which was tighter than the previous quarter's strong vacancy rate of 0.7 per cent. This latest vacancy rate is the lowest it's been since at least September 2008.

Median annual rent for a three-bedroom house to September was \$310 per week, which was \$10 more per week as compared to the previous year.

The median annual rent to September for a two-bedroom unit was at \$260 per week which was \$20 more per week compared to last year's median.

Median rental yields for houses changed marginally, with the September quarterly yield coming in at 5.5 per cent as compared to the 5.6 per cent result for the previous quarter.

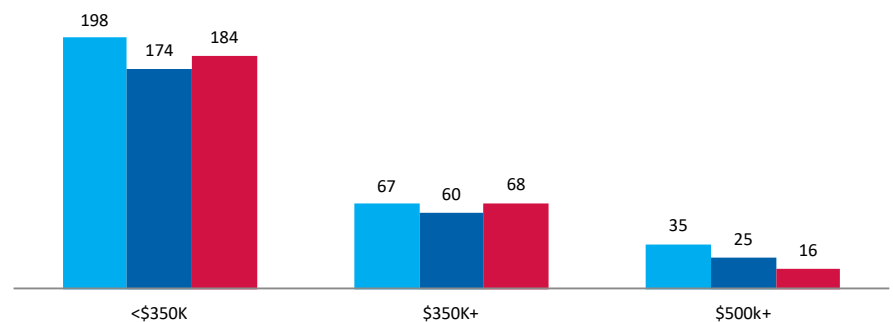
In contrast, unit yields rose markedly. The figure came in at 6.6 per cent in the September quarter, compared to 5.0 per cent for the previous quarter.

Median rental yields for houses changed marginally with the June 2020 quarterly yield coming in at 5.6 per cent as compared to the 5.7 per cent result for the previous quarter.

Unit yields came in at 5.0 per cent in the June 2020 quarter – a minor tightening on the previous quarter's result of 5.3 per cent.

**BUNDABERG HOUSE SALES**

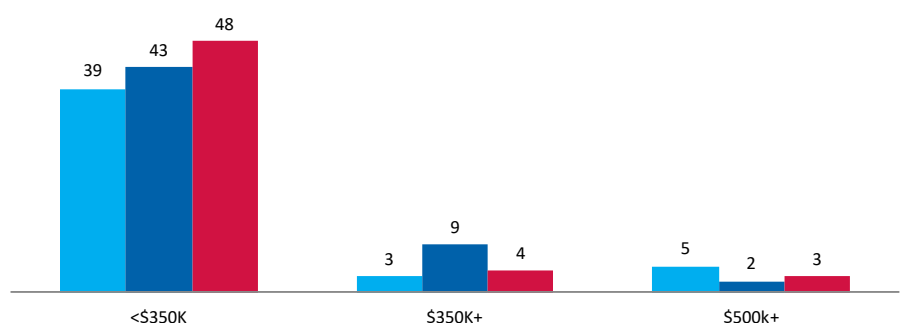
■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data  
Houses <2400m<sup>2</sup>

**BUNDABERG UNIT SALES**

■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data

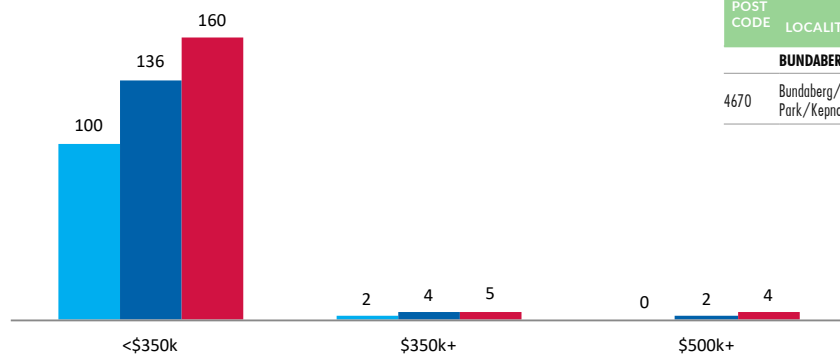
## SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>BUNDABERG (LGA)</b>	<b>283</b>	<b>\$293,184</b>	<b>1.8%</b>	<b>1187</b>	<b>\$285,000</b>	<b>\$275,000</b>	<b>3.6%</b>	<b>\$280,000</b>	<b>1.8%</b>
<b>BUNDABERG (LGA) ^</b>	<b>80</b>	<b>\$365,000</b>	<b>0.2%</b>	<b>353</b>	<b>\$355,750</b>	<b>\$350,000</b>	<b>1.6%</b>	<b>\$340,000</b>	<b>4.6%</b>
AVENELL HEIGHTS	20	\$259,000	0.4%	69	\$253,000	\$253,500	-0.2%	\$279,000	-9.3%
AVOCA	14	N/A	N/A	60	\$290,000	\$287,000	1.0%	\$290,000	0.0%
BARGARA	34	\$383,000	-1.3%	170	\$389,750	\$382,500	1.9%	\$385,000	1.2%
BRANYAN	5	N/A	N/A	24	\$295,000	\$295,000	0.0%	\$330,000	-10.6%
BRANYAN ^	9	N/A	N/A	39	\$437,500	\$433,500	0.9%	\$380,000	15.1%
BUCCA ^	4	N/A	N/A	25	\$283,500	N/A	0.0%	\$330,000	-14.1%
BUNDABERG EAST	9	N/A	N/A	31	\$227,500	\$272,000	-16.4%	\$249,000	-8.6%
BUNDABERG NORTH	11	N/A	N/A	58	\$246,000	\$218,500	12.6%	\$222,000	10.8%
BUNDABERG SOUTH	14	N/A	N/A	42	\$228,500	\$210,000	8.8%	\$235,000	-2.8%
BUNDABERG WEST	6	N/A	N/A	20	\$226,250	\$231,500	-2.3%	\$276,500	-18.2%
BURNETT HEADS	17	N/A	N/A	47	\$325,000	\$299,000	8.7%	\$299,000	8.7%
CHILDERS	8	N/A	N/A	26	\$227,500	\$242,500	-6.2%	\$237,500	-4.2%
CORAL COVE	10	N/A	N/A	41	\$398,500	\$382,000	4.3%	\$414,500	-3.9%
ELLIOTT HEADS	2	N/A	N/A	24	\$303,250	\$328,500	-7.7%	\$277,750	9.2%
INNES PARK	6	N/A	N/A	37	\$339,000	\$404,500	-16.2%	\$352,500	-3.8%
KALKIE	11	N/A	N/A	52	\$335,000	\$308,500	8.6%	\$325,000	3.1%
KEPNOCK	15	N/A	N/A	78	\$255,000	\$260,000	-1.9%	\$262,500	-2.9%
MILLBANK	7	N/A	N/A	32	\$225,000	\$235,000	-4.3%	\$240,000	-6.3%
MOORE PARK BEACH	7	N/A	N/A	35	\$297,500	\$281,500	5.7%	\$277,500	7.2%
MOORE PARK BEACH ^	9	N/A	N/A	33	\$435,000	\$355,000	22.5%	\$391,000	11.3%
NORVILLE	7	N/A	N/A	47	\$250,000	\$220,000	13.6%	\$219,000	14.2%
SVENSSON HEIGHTS	12	N/A	N/A	50	\$248,000	\$239,000	3.8%	\$260,000	-4.6%
THABEBAN	8	N/A	N/A	39	\$250,000	\$241,000	3.7%	\$274,500	-8.9%
WALKERVALE	13	N/A	N/A	53	\$222,500	\$205,000	8.5%	\$230,000	-3.3%
WOODGATE	16	N/A	N/A	48	\$390,000	\$387,500	0.6%	\$430,000	-9.3%

SURROUNDS									
<b>NORTH BURNETT (LGA)</b>	<b>18</b>	<b>N/A</b>	<b>N/A</b>	<b>85</b>	<b>\$112,500</b>	<b>\$135,000</b>	<b>-16.7%</b>	<b>\$155,000</b>	<b>-27.4%</b>
<b>NORTH BURNETT (LGA) ^</b>	<b>7</b>	<b>N/A</b>	<b>N/A</b>	<b>30</b>	<b>\$239,500</b>	<b>\$249,000</b>	<b>-3.8%</b>	<b>\$264,000</b>	<b>-9.3%</b>

## BUNDABERG LAND SALES

■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data

## SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>BUNDABERG (LGA)</b>	<b>58</b>	<b>\$205,000</b>	<b>-1.6%</b>	<b>215</b>	<b>\$245,000</b>	<b>\$245,000</b>	<b>0.0%</b>	<b>\$259,000</b>	<b>-5.4%</b>
BARGARA	20	\$263,000	-8.5%	74	\$325,000	\$365,000	-11.0%	\$339,000	-4.1%
BUNDABERG NORTH	5	N/A	N/A	31	\$180,000	\$188,750	-4.6%	\$165,000	9.1%

## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>BUNDABERG (LGA)</b>	<b>107</b>	<b>\$154,500</b>	<b>0.0%</b>	<b>336</b>	<b>\$150,000</b>	<b>\$145,000</b>	<b>3.4%</b>	<b>\$144,000</b>	<b>4.2%</b>
<b>BUNDABERG (LGA) ^</b>	<b>76</b>	<b>\$135,000</b>	<b>-2.7%</b>	<b>192</b>	<b>\$143,500</b>	<b>\$149,500</b>	<b>-4.0%</b>	<b>\$148,500</b>	<b>-3.4%</b>
BARGARA	16	N/A	N/A	38	\$171,000	\$175,000	-2.3%	\$169,000	1.2%
BRANYAN	9	N/A	N/A	40	\$150,000	\$151,000	-0.7%	\$138,500	8.3%
INNES PARK	8	N/A	N/A	56	\$166,000	\$150,000	10.7%	\$132,500	25.3%
MOORE PARK BEACH	13	N/A	N/A	29	\$133,750	\$97,500	37.2%	\$144,000	-7.1%
WOODGATE	11	N/A	N/A	29	\$124,500	\$105,000	18.6%	\$161,500	-22.9%
SURROUNDS									
<b>NORTH BURNETT (LGA)</b>	<b>9</b>	<b>N/A</b>	<b>N/A</b>	<b>29</b>	<b>\$14,300</b>	<b>\$20,000</b>	<b>-28.5%</b>	<b>\$45,000</b>	<b>-68.2%</b>
<b>NORTH BURNETT (LGA) ^</b>	<b>11</b>	<b>N/A</b>	<b>N/A</b>	<b>31</b>	<b>\$80,000</b>	<b>\$125,000</b>	<b>-36.0%</b>	<b>\$82,500</b>	<b>-3.0%</b>

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY:	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>BUNDABERG REGIONAL</b>	<b>\$310</b>	<b>216</b>	<b>\$300</b>	<b>288</b>	<b>\$285</b>	<b>346</b>
4660	Apple Tree Creek/Childers/Woodgate	\$307	33	\$290	21	\$260	22
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$315	173	\$300	248	\$285	306
4671	Gin Gin/Mount Perry	\$270	10	\$260	19	\$240	17
	<b>NORTH BURNETT REGIONAL</b>	<b>\$250</b>	<b>40</b>	<b>\$250</b>	<b>44</b>	<b>\$220</b>	<b>38</b>
4625	Aranbanga	\$260	13	\$250	13	\$230	15
4626	Beeron	\$280	11	\$285	15	\$240	9
4630	Bancroft	\$190	13	\$185	10	\$180	11

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY:	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	BUNDABERG REGIONAL	\$260	156	\$240	147	\$220	214
4670	Bundaberg, Avoca, Bargara, Burnett Heads, Innes Park, Kepnock, Millbank, Thabeban	\$260	151	\$240	143	\$220	213

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY*	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>BUNDABERG REGIONAL</b>	<b>\$300</b>	<b>7</b>	<b>\$320</b>	<b>5</b>	<b>\$275</b>	<b>20</b>
4670	Bundaberg/Avoca/Bargara/Burnett Heads/Innes Park/Kepnock/Millbank/Thabeban	\$300	7	N/A	4	\$275	20



## EMPLOYMENT MARKET

### FITZROY



**Unemployment Rate**

**5.6%**



**Participation Rate**

**68.9%**

## HOUSE MARKET (<2400M<sup>2</sup>)



**Quarter median price** ↑

**\$303,500**



**Annual median price** ↑

**\$288,000**



**Annual volume of sales** ↑

**681**



**Annual median price 5yrs ago** ↓

**\$370,000**

## Market Momentum Continues

**The Gladstone property market continues to record robust results in its housing and vacant land sectors.**

The region's median house price increased again over the September 2020 quarter, and was up 2.9 per cent over the year.

Vacant land has been in hot demand from upgraders, with its affordable price tag as well as the \$25,000 HomeBuilder grant motivating plenty of buyers.

Confidence has been increasing amongst residents as the local economy remains relatively unscathed from the pandemic – albeit with a growing skills shortage.

Buyer enquiry is also coming in from Southeast Queensland, Victoria and regional New South Wales, with jobs, affordability, and climate the key attributes.

The region's rental market is well in undersupply territory with a vacancy rate of just 1.3 per cent for the quarter recorded – the lowest in eight years.

Rents increased over the quarter as a result of the undersupply, which was also impacted by the increase in first home buyer activity and general low investment activity over recent years.

Many of the locals upgrading to new house and land dwellings intend to rent out their current homes, which will eventually add to the rental supply, but not for a while yet.

### Regional Economy and Infrastructure Investment

Gladstone manufacturer, Global Manufacturing Group (GMG) will boost its international competitiveness with upgraded equipment thanks to \$257,167 from the State Government's Manufacturing Hubs Grant Program.

Minister for Regional Development and Manufacturing and Member for Gladstone, Glenn Butcher said the new CNC bevel plasma cutting machine will allow GMG to increase production, take on more clients, ramp up export plans and create local jobs.

GMG General Manager, Alan Watkin said the company has been servicing the local Gladstone region's refineries, marine, construction, rail and defence sectors since 1990.

"With this new technology, the Gladstone site will be more efficient and competitive in regards to pipe processing and spooling," Watkin said.

"The CNC plasma cutter will help in our plans to expand our national footprint and international export opportunities to supply quality piping products.

"With increased capability, we will be able to bid on large local and national projects. With the elimination of manual handling for the processes we will use the CNC plasma cutter for, we'll increase output by 60 per cent and have a safer workplace."

Butcher said Queensland's manufacturing industry employs around 165,000 people and contributes around \$20 billion per annum to the state economy across the last decade.

Fishing businesses in the Gladstone region will also diversify to recover from the impact of COVID-19.

Butcher said projects funded by Market Diversification and Resilience Grants will contribute to regional economic recovery and jobs.

"These grants support commercial, charter and aquaculture fishing businesses from Cape York to the Gold Coast to become more resilient by diversifying into new markets after many were lost due to the pandemic," he said.

## HOUSE MARKET ALL



Median days on market

**61 Days**



Median vendor discount

**-4.8%**



Stock on market

**7.3%**

**The region's median house price increased again over the September 2020 quarter, and was up 2.9 per cent over the year.**



### House Market (<2400m2)

Gladstone's strong market conditions continued in the September quarter, with sales activity strong and prices rising.

The Gladstone median house price increased 1.1 per cent over the quarter to be \$303,500.

Over the year, Gladstone's median house price has firmed 2.9 per cent.

REIQ Gladstone zone chair, Alicia Williams said the market was continuing to record solid demand with multiple offers quite common.

Confidence among local buyers was underpinning the vastly improved market conditions, with enquiry from interstate defined as the determining factor.

Buyer enquiry was being fielded from Victoria, regional New South Wales, as well as Southeast Queensland with the motivating factors being job availability as well as housing affordability.

Williams said any houses that offered little to do renovation-wise, three or four bedrooms, two bathrooms, properties with a shed or room for a shed, were being snapped up quickly.

The prestige market was also performing well with some buyers paying cash.

Williams said the disrupted migration patterns, as well as the reopening of borders may see the historically quiet Christmas period be different this year, with the potential for more active buyers than is the traditional norm.

### Unit and Land Markets

The Gladstone unit market has yet to start its recovery in any significant way. Its median unit price was steady over the quarter, but down 5.6 per cent over the year to be just \$170,000.

The region's median unit price is the most affordable of all major regions across the State by some margin.

The sector's relatively high body corporate fees continue to be an issue for potential buyers, but the strengthening rental market may see investors return.

It's definitely a tale of two sectors in Gladstone, however, with its vacant land market out performing any other in the State.

The vacant land median price increased 20 per cent over the September quarter to be \$126,000.

Over the year ending September, the vacant land price increased by 9.1 per cent to be number one in the state as well.



## UNIT MARKET

Quarter  
median price

\$175,000

Annual median  
price

\$170,000

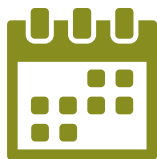
Annual volume  
of sales

114

Annual median  
price 5 yrs ago

\$255,000

## UNIT MARKET

Median days on  
market

97 Days

Median vendor  
discount

-5.2%



Stock on market

6.1%

## RENTAL MARKET



Vacancy Rates

1.3%



House Yields

4.5%



Unit Yields

6.2%

Williams said it was not first home buyers who were most active in this segment of the market. Rather, upgraders were using the opportunity to build their next home while the \$25,000 HomeBuilder scheme was available, with the intention of turning their current home into an investment property afterwards.

Demand for vacant land releases has been so strong that there were significant supply bottlenecks, which was a turnoff for many first-time buyers.

## Rental Market

Gladstone's rental vacancy rate recorded the lowest in the September 2020 quarter since September 2012.

Its vacancy rate of just 1.3 per cent puts its market into significant undersupply territory, which is pushing up weekly rents.

Williams said as well as new residents moving to the region, some investors have sold their properties to owner occupiers, which has reduced supply further.

The median weekly rent for a three-bedroom house in Gladstone increased from \$240 to \$260 per week over the year to September.

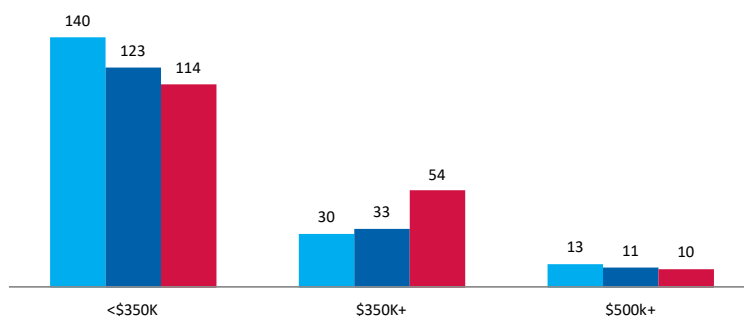
The median weekly rent for a two-bedroom unit in Gladstone rose from \$180 to \$209 per week over the same period.

Affordable property and a robust rental market are continuing to produce healthy yields for investors in the region.

The gross rental yield for houses came in at 4.5 per cent for houses and 6.2 per cent for units over the September quarter.

## GLADSTONE HOUSE SALES

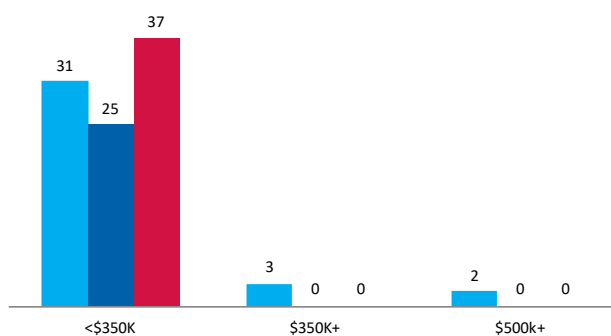
■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data  
Houses <2400m²

## GLADSTONE UNIT SALES

■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data



SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GLADSTONE (LGA)</b>	<b>182</b>	<b>\$303,500</b>	<b>1.1%</b>	<b>681</b>	<b>\$288,000</b>	<b>\$280,000</b>	<b>2.9%</b>	<b>\$370,000</b>	<b>-22.2%</b>
<b>GLADSTONE (LGA) ^</b>	<b>58</b>	<b>\$385,000</b>	<b>-1.3%</b>	<b>200</b>	<b>\$390,000</b>	<b>\$390,000</b>	<b>0.0%</b>	<b>\$452,500</b>	<b>-13.8%</b>
AGNES WATER	20	\$400,000	-2.4%	55	\$400,000	\$398,750	0.3%	\$425,000	-5.9%
AGNES WATER ^	13	N/A	N/A	46	\$331,000	\$345,000	-4.1%	\$367,000	-9.8%
BOYNE ISLAND	17	N/A	N/A	64	\$300,000	\$295,000	1.7%	\$397,000	-24.4%
CALLIOPE	13	N/A	N/A	49	\$275,000	\$249,500	10.2%	\$369,000	-25.5%
CLINTON	14	N/A	N/A	65	\$275,000	\$260,000	5.8%	\$346,500	-20.6%
GLEN EDEN	9	N/A	N/A	32	\$294,500	\$266,000	10.7%	\$362,000	-18.6%
KIN KORA	10	N/A	N/A	30	\$265,000	\$295,000	-10.2%	\$326,000	-18.7%
KIRKWOOD	13	N/A	N/A	43	\$330,000	\$305,000	8.2%	\$429,000	-23.1%
NEW AUCKLAND	21	\$345,000	4.0%	64	\$322,500	\$292,500	10.3%	\$380,000	-15.1%
SOUTH GLADSTONE	15	N/A	N/A	44	\$274,000	\$249,000	10.0%	\$354,500	-22.7%
TANNUM SANDS	11	N/A	N/A	55	\$370,000	\$365,000	1.4%	\$425,000	-12.9%
TELINA	8	N/A	N/A	31	\$289,500	\$280,000	3.4%	\$395,000	-26.7%
WEST GLADSTONE	13	N/A	N/A	61	\$210,000	\$200,000	5.0%	\$277,500	-24.3%

SURROUNDS									
<b>BANANA (LGA)</b>	<b>34</b>	<b>\$159,500</b>	<b>0.4%</b>	<b>109</b>	<b>\$164,000</b>	<b>\$165,000</b>	<b>-0.6%</b>	<b>\$255,000</b>	<b>-35.7%</b>
<b>BANANA (LGA) ^</b>	<b>4</b>	<b>N/A</b>	<b>N/A</b>	<b>17</b>	<b>N/A</b>	<b>\$327,000</b>	<b>N/A</b>	<b>\$435,000</b>	<b>N/A</b>
BILOELA	19	N/A	N/A	56	\$225,500	\$240,000	-6.0%	\$305,000	-26.1%
MOURA	7	N/A	N/A	27	\$135,000	\$126,000	7.1%	N/A	N/A

## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GLADSTONE (LGA)</b>	<b>37</b>	<b>\$175,000</b>	<b>0.0%</b>	<b>114</b>	<b>\$170,000</b>	<b>\$180,000</b>	<b>-5.6%</b>	<b>\$255,000</b>	<b>-33.3%</b>
AGNES WATER	13	N/A	N/A	26	\$262,500	\$292,000	-10.1%	\$262,500	0.0%
GLADSTONE CENTRAL	5	N/A	N/A	20	\$165,000	\$191,000	-13.6%	\$370,000	-55.4%

SALES MARKET - VACANT LAND <2400M<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>GLADSTONE (LGA)</b>	<b>42</b>	<b>\$126,000</b>	<b>20.0%</b>	<b>114</b>	<b>\$120,000</b>	<b>\$110,000</b>	<b>9.1%</b>	<b>\$189,000</b>	<b>-36.5%</b>
<b>GLADSTONE (LGA) ^</b>	<b>51</b>	<b>\$141,000</b>	<b>-8.3%</b>	<b>107</b>	<b>\$149,000</b>	<b>\$155,000</b>	<b>-3.9%</b>	<b>\$165,000</b>	<b>-9.7%</b>
AGNES WATER	14	N/A	N/A	30	\$148,500	\$137,500	8.0%	\$152,500	-2.6%
AGNES WATER ^	15	N/A	N/A	36	\$150,000	\$161,000	-6.8%	\$157,250	-4.6%
KIRKWOOD	5	N/A	N/A	23	\$101,000	\$91,500	10.4%	\$195,000	-48.2%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>A</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GLADSTONE REGIONAL</b>	<b>\$260</b>	<b>157</b>	<b>\$240</b>	<b>197</b>	<b>\$290</b>	<b>256</b>
4677	Agnes Water/Miriam Vale	\$325	6	\$330	12	\$300	10
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$260	141	\$230	182	\$290	239
	<b>BANANA SHIRE</b>	<b>\$280</b>	<b>43</b>	<b>\$280</b>	<b>56</b>	<b>\$290</b>	<b>71</b>
4715	Biloela	\$320	19	\$300	23	\$330	32
4718	Bauhinia	\$260	16	\$250	27	\$250	29
4719	Camboon/ Crocow/ Glemoral/ Isla/ Lonesome Creek/ Theodore	\$200	7	N/A	4	\$160	7

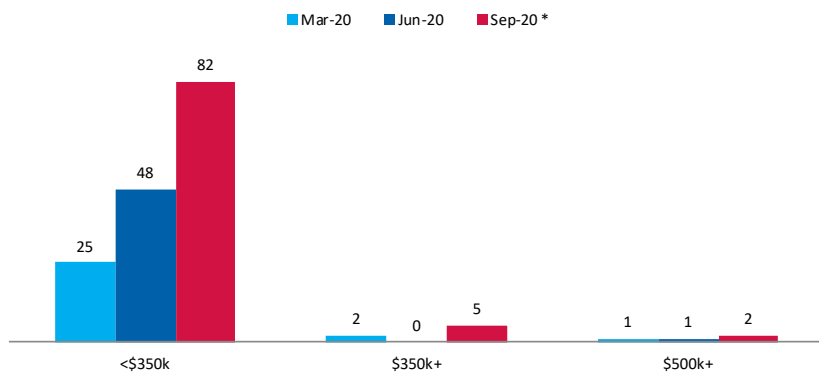
## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>A</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GLADSTONE REGIONAL</b>	<b>\$209</b>	<b>158</b>	<b>\$180</b>	<b>174</b>	<b>\$220</b>	<b>199</b>
4677	Agnes Water/Miriam Vale	\$270	7	\$260	6	N/A	1
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$200	150	\$175	167	\$220	198
	<b>BANANA SHIRE</b>	<b>\$210</b>	<b>15</b>	<b>\$240</b>	<b>9</b>	<b>\$240</b>	<b>18</b>
4715	Biloela	\$240	9	\$250	7	\$250	16

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>A</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>GLADSTONE REGIONAL</b>	<b>\$265</b>	<b>57</b>	<b>\$240</b>	<b>63</b>	<b>\$300</b>	<b>94</b>
4677	Agnes Water/Miriam Vale	N/A	1	N/A	3	N/A	2
4680	Gladstone/Boyne Island/Clinton/New Auckland/Kin Kora/ Tannum Sands	\$265	56	\$240	60	\$300	92

## GLADSTONE LAND SALES



\*Preliminary data

## EMPLOYMENT MARKET

FITZROY



**Unemployment Rate**

**5.6%**



**Participation Rate**

**68.9%**

## HOUSE MARKET (<2400M<sup>2</sup>)



**Quarter median price**

**\$275,000**



**Annual median price**

**\$272,000**



**Annual volume of sales**

**1,145**



**Annual median price 5yrs ago**

**\$295,000**

**“2020 is the best property year we’ve had in ages... I hope 2021 is the same,” Livingstone said.**

## Rockhampton Revival

**REIQ Rockhampton zone chair, Noel Livingstone isn’t mincing his words about the hot run Rockhampton is on at present.**

“2020 is the best property year we’ve had in ages... I hope 2021 is the same,” Livingstone said.

Of course, things have moved particularly fast this year, so while the available data is painting a positive picture of the market leading up to the end of September, it’s within recent months that things have really started firing.

So, Livingstone is feeling incredibly bullish about next year in Rockhampton.

“I’ve been working here nearly 30 years and I’ve never seen it like this. We’ve been through a few really tough years, so it’s great to see what’s happening now,” said Livingstone.

Median house prices rose throughout the quarter, and the rental market continued to strengthen with a 0.3 per cent quarterly vacancy rate which is a 12-year low.

It’s these sorts of metrics which are giving real estate operators confidence in the coming 12 months.

### Regional Economy and Infrastructure Investment

Infrastructure investment is a key strategy to help bolster economies in the wake of the pandemic slowdown.

Livingstone said a confluence of factors have delivered strong jobs growth to the region, which is resulting in workers moving to Rocky and needing places to live.

“There’s a lot of new infrastructure money at the moment. We’ve got ring roads about to start, a massive extension of the jail (Capricornia Correctional Centre) and they’re spending a fortune at Shoalwater Bay by upgrading the military facility there.

“And then the mines are going strong, and there’s the rural sector. Beef prices are up, and we’re the beef capital of Australia,” said Livingstone.

The State government has also been announcing works set to boost Rockhampton’s prospects as well.

The Queensland government have established the *Central Queensland Regional Recovery Action Plan* with a variety of initiatives designed to benefit population centres.

One notable Rockhampton project under the scheme is the planned 10,000 seat stadium at Browne Park, to which the state government have committed \$25 million in funding.

Another project worth monitoring will be the planned billion-dollar Central Queensland wind farm. It was announced that partners, Lacour Energy and Goldwind would build the 450 MW Clarke Creek wind farm after sealing an agreement to sell nearly 75 per cent of the energy generated to Stanwell Corporation.

The wind farm is expected to create around 350 jobs, with construction of the two-stage project expected to commence in 2021.

### House Market (<2400m<sup>2</sup>)

Rockhampton’s house market has continued to strengthen this year, with a rise in both annual and quarterly median values.

The September quarterly median house price rose 1.5 per cent to reach \$275,000 across 281 sales.

For the year to September, houses recorded a median sale price of \$272,000 – which is a 6.7 per cent increase on the previous year – across 1,145 transactions.

Values are softer on the medium-term analysis, however. The current annual median house price is 7.8 per cent lower than the same measure five years ago when it came in at \$292,000.

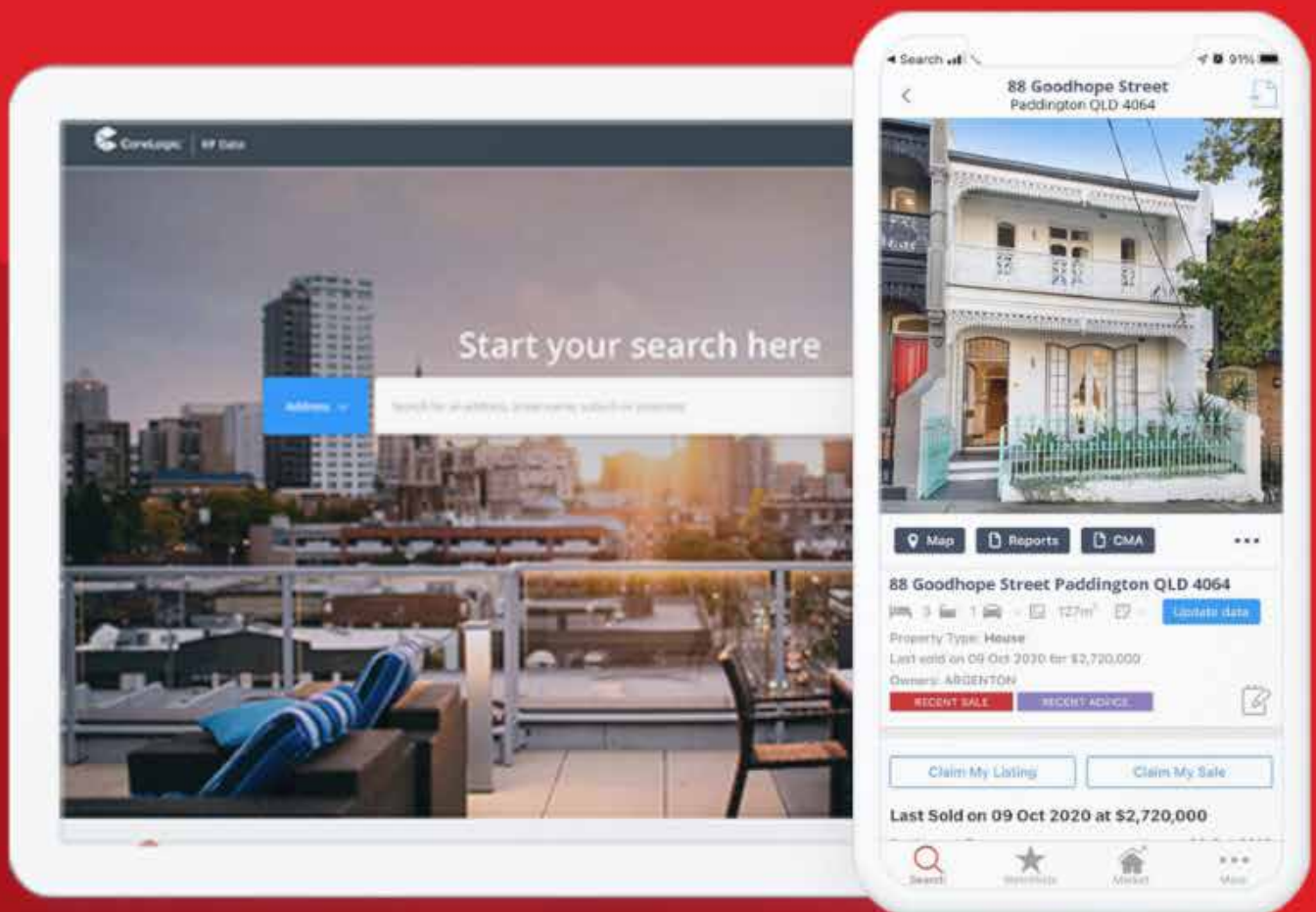
### General Activity

Livingstone said there’s been a diverse range of active buyers in the market.

“We’re getting lots of local buyers including new homebuyers, upgraders and we’re starting to get investors because of the tightness of the rental market,” said Livingstone.



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## HOUSE MARKET ALL



Median days on market

**62 Days**



Median vendor discount

**-5.1%**



Stock on market

**6.9%**

## UNIT MARKET



Median days on market

**117 Days**



Median vendor discount

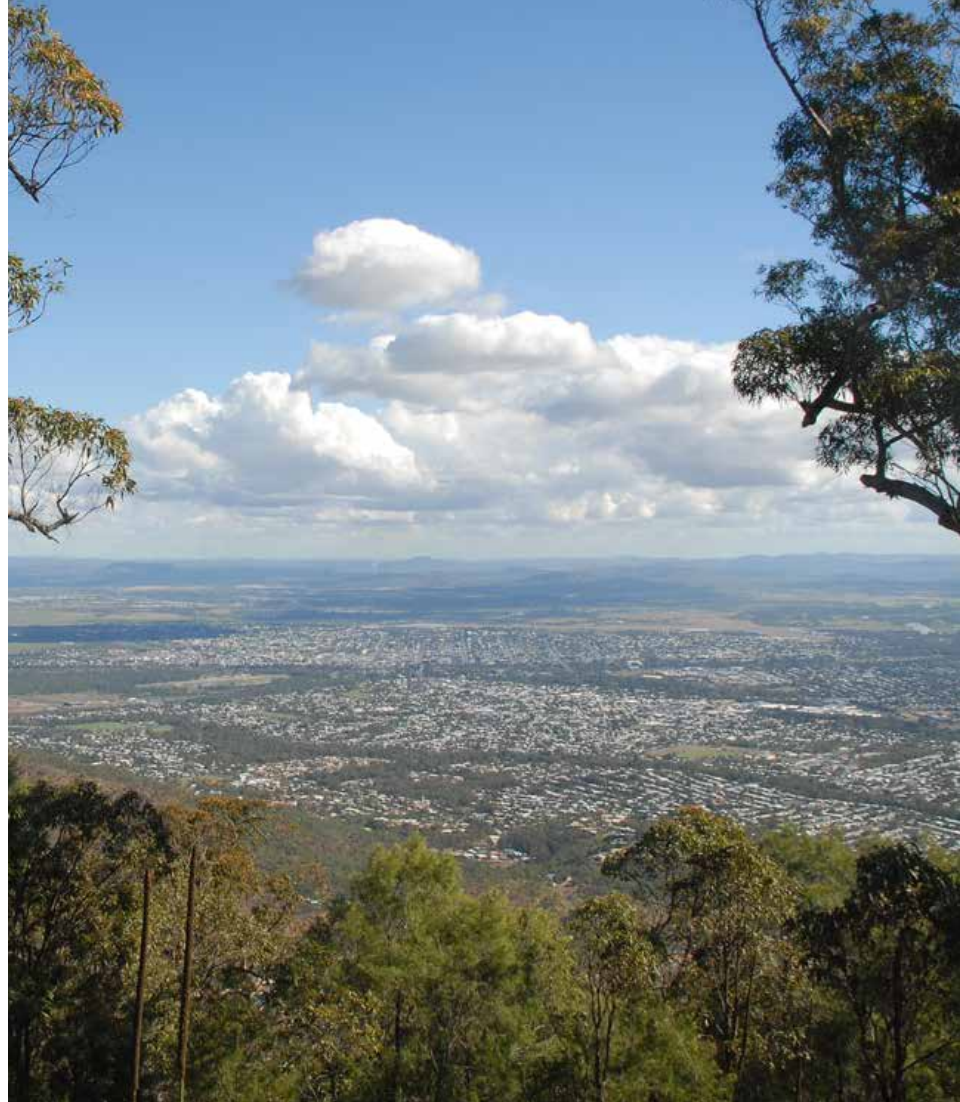
**-6.7%**



Stock on market

**4.7%**

**The annual median unit price rose by a notable 5.5 per cent to \$249,000 across 96 sales. The data also reflects a market with tighter supply.**



The data supports the notion of reduced supply in the Rockhampton house market.

The total number of house listings in Rockhampton for the year to September was 2047, which was a 7.2 per cent drop on the previous year's 2206 listings.

Stock on market for the period was 6.9 per cent, which was lower than last year's 7.5 per cent result.

The median vendor discount for the year to September was 5.1 per cent which is less than the 7.3 per cent outcome to September 2019.

Median days on market for the year was 62 – a small fall on the previous year's result of 66.

**Unit Market**

The unit market in Rockhampton is relatively thin – although there's been a recent shift in the appeal of attached housing in one location, according to Livingston.

"We had a fair bit of development in the last few years along the riverfront and it was hard to resell units there, but that market is pretty strong now. The better units that come on the market get snapped up straight away," said Livingston.

The annual median unit price rose by a notable 5.5 per cent to \$249,000 across 96 sales.

The data also reflects a market with tighter supply.

The total number of unit listings in Rockhampton for the year to September was 228 – a 7.7 per cent decrease on the previous year, which had 247 listings.

Stock on market for the period was 4.7 per cent, which was mildly tighter than 5.2 per cent results for the year to September 2019.

Median days on market fell across the year. At September it recorded a 117-day median, while the previous year saw 136 days.

The annual median vendor discount to September was -6.7 per cent, which was substantially tighter than the previous year's figure of -10.0 per cent.





## UNIT MARKET



Quarter  
median price ↑  
**\$248,250**



Annual  
median price ↑  
**\$249,000**



Annual volume  
of sales ↑  
**96**



Annual median  
price 5 yrs ago ↓  
**\$358,500**

## Rental Market

"There's no rental stock available, and when it does come on, we increase the asking rent," Livingston said.

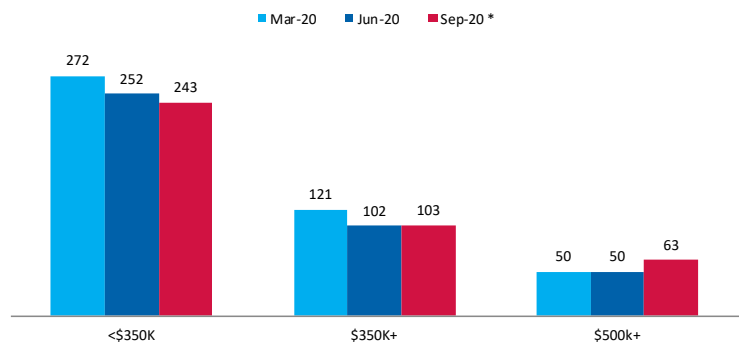
The vacancy rate for the September quarter was an extraordinarily tight 0.3 per cent. This is the lowest quarterly rental vacancy rate recorded since at least September 2008. Given last quarter's figure was 0.4 per cent, there's evidence that low vacancy is entrenched in Rockhampton.

Median rent for a three-bedroom house in the year to September was \$320 per week – up a substantial \$30 on the previous year.

For two-bedroom units, the annual median was \$240 per week, which was a rise of \$20 per week based on the previous year's result.

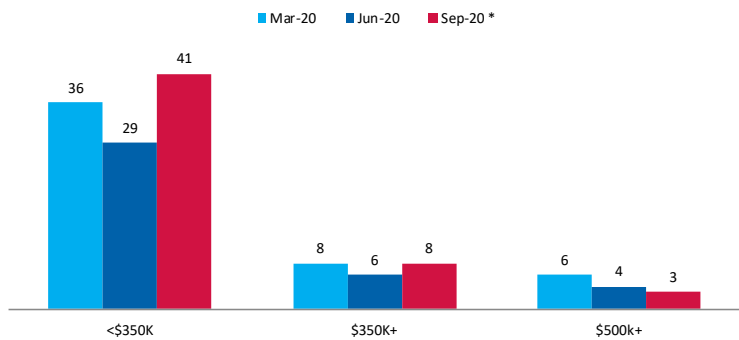
The median gross rental yield for Rockhampton investment houses came in at 6.1 per cent in September quarter – a significant change on the 5.7 per cent outcome in the June quarter.

## ROCKHAMPTON &amp; LIVINGSTONE HOUSE SALES



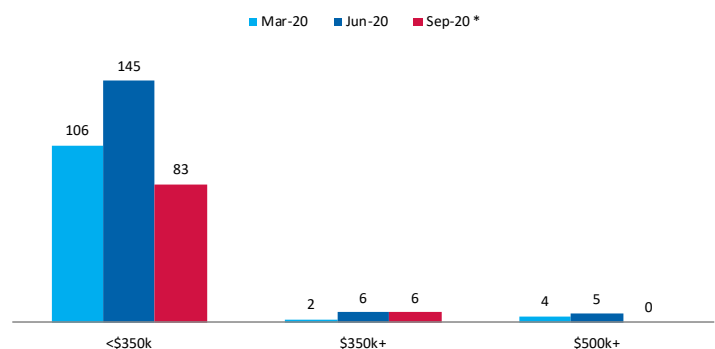
\*Preliminary data  
Houses <2400m<sup>2</sup>

## ROCKHAMPTON &amp; LIVINGSTONE UNIT SALES



\*Preliminary data

## ROCKHAMPTON &amp; LIVINGSTONE LAND SALES



\*Preliminary data

SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
ROCKHAMPTON (LGA)	281	\$275,000	1.5%	1145	\$272,000	\$255,000	6.7%	\$295,000	-7.8%
ROCKHAMPTON (LGA) ^	27	\$367,500	-0.6%	105	\$390,000	\$352,500	10.6%	\$405,000	-3.7%
ALLENSTOWN	13	N/A	N/A	44	\$235,000	\$199,000	18.1%	\$247,500	-5.1%
BERSEKER	27	\$237,500	2.3%	108	\$220,000	\$180,000	22.2%	\$224,000	-1.8%
DEPOT HILL	2	N/A	N/A	26	\$122,500	N/A	0.0%	\$160,000	-23.4%
FRENCHVILLE	31	\$327,000	0.4%	159	\$325,000	\$320,000	1.6%	\$315,000	3.2%
GRACEMERE	44	\$275,000	2.9%	149	\$262,500	\$248,500	5.6%	\$330,000	-20.5%
GRACEMERE ^	5	N/A	N/A	23	\$447,500	\$400,000	11.9%	\$436,500	2.5%
KAWANA	16	N/A	N/A	56	\$281,000	\$292,500	-3.9%	\$316,000	-11.1%
KOONGAL	13	N/A	N/A	56	\$243,500	\$195,000	24.9%	\$230,000	5.9%
MOUNT MORGAN	8	N/A	N/A	49	\$108,000	\$90,000	20.0%	\$97,500	10.8%
NORMAN GARDENS	36	\$390,000	1.3%	138	\$385,000	\$380,000	1.3%	\$415,000	-7.2%
PARK AVENUE	18	N/A	N/A	66	\$215,000	\$220,000	-2.3%	\$254,000	-15.4%
PARKHURST	11	N/A	N/A	50	\$382,000	\$305,000	25.2%	N/A	N/A
ROCKHAMPTON CITY	6	N/A	N/A	26	\$153,000	\$160,000	-4.4%	\$215,000	-28.8%
ROCKYVIEW ^	7	N/A	N/A	26	\$580,000	\$507,500	14.3%	\$556,500	4.2%
THE RANGE	21	\$385,000	1.5%	97	\$373,000	\$389,000	-4.1%	\$365,000	2.2%
WANDAL	25	\$285,000	0.3%	79	\$282,500	\$284,750	-0.8%	\$315,000	-10.3%
WEST ROCKHAMPTON	4	N/A	N/A	27	\$257,500	\$209,000	23.2%	\$239,500	7.5%

## SURROUNDS

CENTRAL HIGHLANDS (LGA)	78	\$255,000	-2.4%	269	\$255,000	\$225,000	13.3%	\$217,500	17.2%
CENTRAL HIGHLANDS (LGA) ^	9	N/A	N/A	51	\$450,000	\$480,000	-6.3%	\$357,500	25.9%
BLACKWATER	24	\$135,000	-9.6%	63	\$132,500	\$148,750	-10.9%	\$151,000	-12.3%
EMERALD	49	\$325,000	0.0%	181	\$320,000	\$285,000	12.3%	\$262,500	21.9%
EMERALD	4	N/A	N/A	32	\$500,000	\$527,500	-5.2%	\$445,000	12.4%
LIVINGSTONE (LGA)	150	\$387,000	-0.1%	542	\$389,500	\$380,000	2.5%	\$380,000	2.5%
LIVINGSTONE (LGA) ^	38	\$510,000	1.2%	184	\$518,750	\$478,000	8.5%	\$478,000	8.5%
BARLOWS HILL	5	N/A	N/A	22	\$431,000	\$363,500	18.6%	\$359,250	20.0%
COOEE BAY	6	N/A	N/A	26	\$355,000	\$391,000	-9.2%	\$362,000	-1.9%
EMU PARK	11	N/A	N/A	39	\$330,000	\$320,000	3.1%	\$337,000	-2.1%
LAMMERMOOR	19	N/A	N/A	59	\$472,000	\$420,000	12.4%	\$407,500	15.8%
MULAMBIN	5	N/A	N/A	23	\$490,000	\$415,000	18.1%	N/A	N/A
PACIFIC HEIGHTS	4	N/A	N/A	27	\$500,000	\$425,000	17.6%	\$468,750	6.7%
TARANGANBA	17	N/A	N/A	47	\$360,000	\$380,000	-5.3%	\$428,000	-15.9%
TAROOMBALL	10	N/A	N/A	34	\$443,750	\$412,500	7.6%	\$449,750	-1.3%
YEPPON	30	\$356,000	-0.3%	126	\$369,000	\$360,000	2.5%	\$373,000	-1.1%
ZILZIE	19	N/A	N/A	67	\$338,000	\$330,000	2.4%	\$372,000	-9.1%

## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
ROCKHAMPTON (LGA)	23	\$248,250	1.6%	96	\$249,000	\$236,000	5.5%	\$358,500	-30.5%
SURROUNDS									
CENTRAL HIGHLANDS (LGA)	5	N/A	N/A	27	\$170,000	\$183,500	-7.4%	\$200,000	-15.0%
LIVINGSTONE (LGA)	31	\$249,000	6.7%	94	\$237,500	\$250,000	-5.0%	\$329,000	-27.8%
YEPPON	20	\$273,000	-8.8%	46	\$281,500	\$280,000	0.5%	\$340,000	-17.2%

SALES MARKET - VACANT LAND <2400M<sup>2</sup>

ROCKHAMPTON (LGA)	20	\$156,000	0.9%	129	\$166,500	\$165,000	0.9%	\$164,000	1.5%
ROCKHAMPTON (LGA) ^	13	N/A	N/A	41	\$150,000	\$175,000	-14.3%	\$97,500	53.8%
NORMAN GARDENS	6	N/A	N/A	47	\$168,000	\$162,500	3.4%	\$170,000	-1.2%
PARKHURST	4	N/A	N/A	35	\$186,500	\$183,450	1.7%	\$165,000	13.0%
SURROUNDS									
LIVINGSTONE (LGA)	41	\$170,500	-1.2%	200	\$171,000	\$174,500	-2.0%	\$170,000	0.6%
LIVINGSTONE (LGA) ^	19	N/A	N/A	104	\$234,000	\$224,750	4.1%	\$238,000	-1.7%
INVERNESS ^	6	N/A	N/A	26	\$251,750	\$245,000	2.8%	N/A	N/A
LAMMERMOOR	8	N/A	N/A	32	\$189,000	\$177,000	6.8%	\$167,500	12.8%
PACIFIC HEIGHTS	3	N/A	N/A	20	\$135,000	\$140,000	-3.6%	\$182,000	-25.8%
YEPPON	7	N/A	N/A	46	\$181,000	\$184,000	-1.6%	\$175,000	3.4%
ZILZIE	9	N/A	N/A	28	\$105,000	\$115,000	-8.7%	\$163,500	-35.8%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>L</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$320	185	\$290	220	\$290	254
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$310	62	\$290	75	\$290	71
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$320	116	\$298	134	\$300	169
	LIVINGSTONE SHIRE	\$350	108	\$320	123	\$300	168
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$330	56	\$288		\$280	64
4703	Bayfield/Bungundarra/Byfield/Cootee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$360	37	\$350	49	\$330	67
4710	Emu park/Zilzie	\$360	14	\$330	15	\$300	36
4714	Mount Morgan	\$210	15	\$218	6	\$190	10
	CENTRAL HIGHLANDS REGIONAL	\$300	114	\$265	120	\$230	126
4717	Blackwater	\$260	57	\$230	63	\$200	58
4720	Emerald	\$345	48	\$293	46	\$250	60

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>L</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
	ROCKHAMPTON REGIONAL	\$240	170	\$220	181	\$220	191
4700	Allenstown/Depot Hill/Great Keppel Is/Rockhampton/Wandal	\$260	55	\$250	61	\$220	57
4701	Central Old Uni/ Frenchville/ Kalka/ Koongal/ Lakes Ck/ Nerimbera/ Nth Rockhampton/ Oasis Gardens/ Pk Avenue PO/Rockhampton	\$233	114	\$220	120	\$225	134
	LIVINGSTONE SHIRE	\$320	53	\$290	49	\$270	71
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	N/A	2	\$200	5	\$200	10
4703	Bayfield/Bungundarra/Byfield/Cootee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	\$320	48	\$290	42	\$295	59
	CENTRAL HIGHLANDS REGIONAL	\$240	53	\$240	59	\$185	68
4717	Blackwater	\$163	8	N/A	4	\$180	11
4720	Emerald	\$250	40	\$245	50	\$185	56
4722	Springsure	N/A	N/A	N/A	2	N/A	1



RENTAL MARKET - 3 BED TOWNHOUSES						
POST CODE	LOCALITY <sup>a</sup>	SEP-20 \$/ WEEK	NEW BONDS	SEP-19 \$/ WEEK	NEW BONDS	SEP-15 \$/ WEEK
	<b>ROCKHAMPTON REGIONAL</b>	<b>\$375</b>	<b>10</b>	<b>\$360</b>	<b>9</b>	<b>N/A</b>
4701	Central Qld Uni, Frenchville, Kalka, Koongal, Lakes Ck, Nerimbera, Nth Rockhampton, Oasis Gardens, Pk Avenue PO, Rockhampton	\$375	8	\$360	7	N/A
	<b>LIVINGSTONE SHIRE</b>	<b>\$390</b>	<b>19</b>	<b>\$400</b>	<b>9</b>	<b>\$350</b>
4702	Ambrose/Banana/Baralaba/Gindie/Gracemere/Jericho/Keppel Sands/SaphireStanwell/Rubyvale/Westwood/Woorabinda/Wowan/Yaraka	\$440	15	N/A	4	N/A
4703	Bayfield/Bungundarra/Byfield/Cooee Bay/Farnborough/Kemp Bch/Kinka Bch/Lammermoor Bch/Statute Bay/Taranganba/Woodbury/Yeppoon	N/A	4	N/A	4	\$330
	<b>CENTRAL HIGHLANDS REGIONAL</b>	<b>\$275</b>	<b>11</b>	<b>\$320</b>	<b>12</b>	<b>\$270</b>
4720	Emerald	\$360	7	\$320	11	\$280

## RENTAL MARKET

FOR RENT

Vacancy Rates  
**0.3%**



House Yields  
**6.1%**



Unit Yields  
**5.0%**



## EMPLOYMENT MARKET

### MACKAY



#### Unemployment Rate

**4.3%**



#### Participation Rate

**68.9%**

## HOUSE MARKET (<2400M<sup>2</sup>)



#### Quarter median price ↑

**\$379,000**



#### Annual median price ↑

**\$365,750**



#### Annual volume of sales ↑

**1,473**



#### Annual median price 5yrs ago ↓

**\$370,000**

## Mackay Market Momentum Continues

**Market cycles come and go – it's just the timing of the ups and downs that can never be accurately predicted.**

The Mackay region has been waiting longer than it should have for improving market conditions, but it appears they have well and truly arrived.

The median house price has increased 6 per cent over the past year, making it one of the best performing major regions in the state.

The unit market is also recording positive results and the volume of land sales is soaring.

On top of all that, the Mackay rental market is the tightest in the state, with rents rising significantly.

### Regional Economy and Infrastructure Investment

The \$1 billion Olive Downs coal mine in central Queensland, which will create 1000 local jobs, has been given the final approvals which means construction of the mine can now begin.

Queensland Premier, Annastacia Palaszczuk said Pembroke Resources' Olive Downs Coking Coal Project had been granted the necessary mining leases, the last of the major approvals required for the project to start building the mine.

"This means that construction activities can now start, and the company can start hiring the 500 people needed to build the mine," the Premier said.

Member for Mackay, Julieanne Gilbert said the granting of final approvals meant Pembroke could begin delivering more jobs for the Mackay region.

"Olive Downs can now proceed to deliver up to 500 construction jobs building the mine and its associated infrastructure; including rail and transmission lines, water pipelines and access roads," Ms Gilbert said.

"When at its peak production, and over its 79-year life, the mine will go on to employ up to 1000 workers in the local region, including in and around Moranbah and Dysart."

Mines Minister, Dr Anthony Lynham said preparation work for construction at Olive Downs can begin immediately.

"It's expected core construction activities at the mine site 40 kilometres south-east of Moranbah will begin in 2021, with mining starting as soon as construction is complete," he said.

"At its peak, Olive Downs should produce up to 15 million tonnes per annum of metallurgical coal, which will be transported by rail to the Dalrymple Bay Coal Terminal for export to key international markets like Japan, China, India and South Korea."

The project is expected to contribute an estimated \$8 billion to the local economy and more than \$10 billion to Queensland's economy over its lifespan.

### House Market (<2400m<sup>2</sup>)

The Mackay housing market over the September 2020 quarter recorded rising market conditions, with sales and prices increasing.

Over the year ending September, the volume of house sales increased by nearly 13 per cent in Mackay.

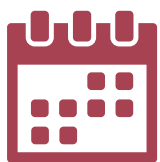
On top of the rising numbers of sales, the Mackay median house price grew by 6 per cent over the period to be \$365,750.

The superior annual result saw Mackay amongst the top performers of all major regions across the state for the year ending September – a mantle that has been a long time coming.





## HOUSE MARKET ALL



**Median days on market**

**45 Days**



**Median vendor discount**

**-4.4%**



**Stock on market**

**6.8%**

REIQ Mackay zone chair, Allison Cunningham said the solid conditions during the September quarter had continued in recent months with even stronger sales numbers recorded.

As well as the rising volume of house sales, record prices are also starting to appear, including the sale of an ocean front home for \$1.95 million in August. This is equivalent to the previous best price from 2012.

The top performing suburb in Mackay for median house price growth over the year was Blacks Beach where prices increased 30 per cent to about \$351,000.

The second-best performer was North Mackay, where the median house price grew by 15.7 per cent to \$295,000.

### Unit and Land Markets

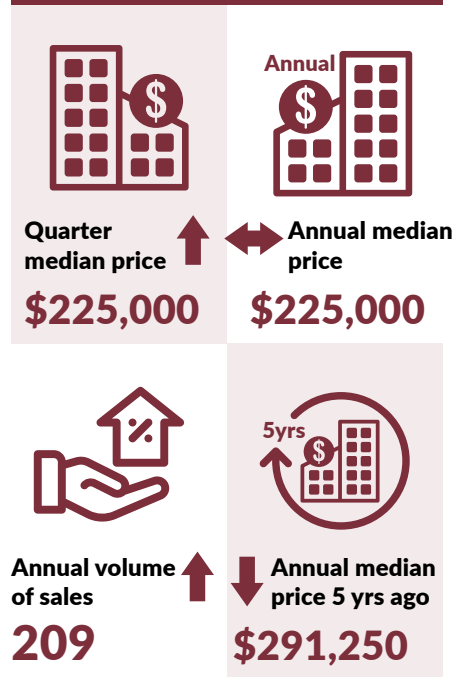
There was always going to come a time when the affordable price points of Mackay's unit market saw that sector start to improve.

Well, it appears that time may be starting to occur, with the median unit price increasing by 2.3 per cent over the quarter to be \$225,000.

Of course, only time will tell if these conditions continue. However, with price points likely below replacement value, coupled with a strengthening rental market, there are plenty of reasons to be more positive about Mackay's unit sector.



## UNIT MARKET



The best performing unit suburb over the year was North Mackay, which posted price growth of 27 per cent to about \$216,000.

It appears that vacant land is back in vogue with buyers in Mackay, with the numbers of sales increasing strongly over the September quarter.

There were 60 preliminary sales of vacant land recorded over the period – an significant increase from the 23 recorded during the previous quarter.

According to Herron Todd White (HTW), demand for vacant land has increased significantly, with one large developer on record saying enquiries had increased over 400 per cent. Even blocks that had been on the market for extended periods have been snapped up.

HTW Director Michael Denlay said almost all the major estates in Mackay have sold out of existing stock, with the race on now to develop more allotments. The demand has not been limited to any particular estate, but has been evident across the board.

He said land prices typically start at the \$150,000 to \$200,000 mark in most estates, with land sizes ranging from 500 up to about 700 square metres in this price range. For land greater than 700 square metres, prices rise to between \$200,000 and \$250,000.

**Rental Market**

The woeful rental market conditions of a few years ago in Mackay are now a distant memory, with a critical undersupply of dwellings available to lease.

The Mackay vacancy rate was just 0.6 per cent in the September quarter. Cunningham said the rents continued to rise as the undersupply situation became more pronounced.

Strongly rising rents are already starting to be recorded in official datasets.

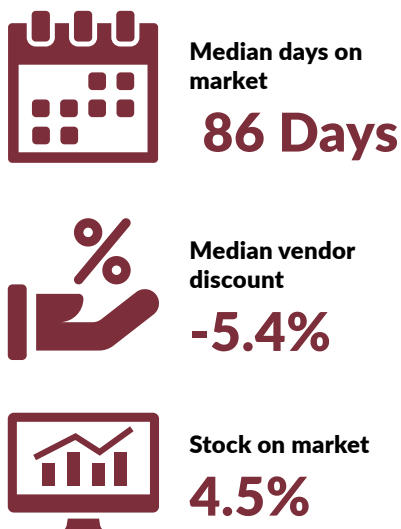
The weekly median rent for a two-bedroom unit increased by 11 per cent over the September quarter, to \$300 per week.

The median weekly rent for a four-bedroom house in Mackay rose by 9.8 per cent to \$450 per week.

Mackay investors have been long overdue for rent increases, which is positively impacting yields.

The gross rental yield over the quarter for a house in Mackay was 5.1 per cent, and 6.9 per cent for units.

## UNIT MARKET



## RENTAL MARKET



**Vacancy Rates**  
**0.6%**



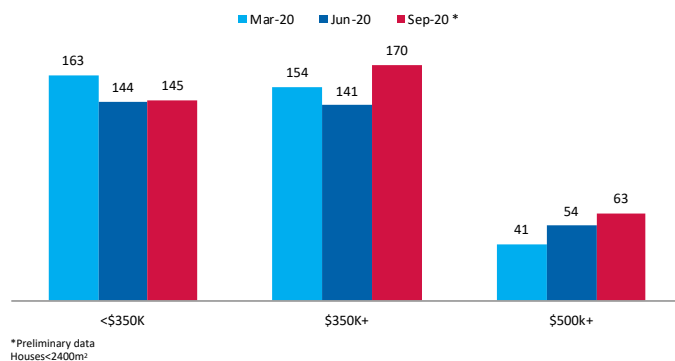
**House Yields**  
**5.1%**



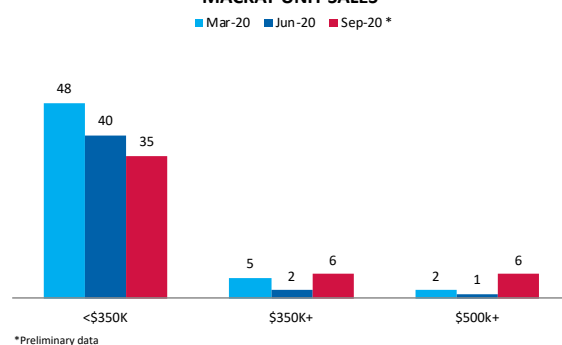
**Unit Yields**  
**6.9%**

The \$1 billion Olive Downs coal mine in central Queensland, which will create 1000 local jobs, has been given the final approvals which means construction of the mine can now begin. The project is expected to contribute an estimated \$8 billion to the local economy and more than \$10 billion to Queensland's economy over its lifespan.

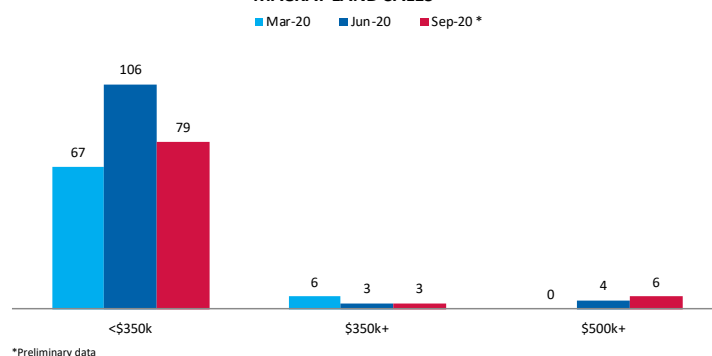
### MACKAY HOUSE SALES



### MACKAY UNIT SALES



### MACKAY LAND SALES



### SALES MARKET - VACANT LAND <2400M<sup>2</sup>

MACKAY (LGA)	60	\$175,000	0.0%	251	\$180,000	\$178,000	1.1%	\$190,000	-5.3%
MACKAY (LGA) ^	34	\$220,000	1.3%	119	\$192,500	\$245,000	-21.4%	\$220,000	-12.5%
ANDERGROVE	4	N/A	N/A	21	\$125,000	\$164,900	-24.2%	\$174,950	-28.6%
BAKERS CREEK	1	N/A	N/A	21	\$193,000	\$187,000	3.2%	N/A	N/A
BEACONSFIELD	2	N/A	N/A	27	\$180,500	\$182,495	-1.1%	\$182,500	-1.1%
RICHMOND	6	N/A	N/A	32	\$226,500	\$219,500	3.2%	\$270,000	-16.1%
RURAL VIEW	7	N/A	N/A	34	\$167,000	\$160,000	4.4%	\$167,000	0.0%

### SURROUNDS

WHITSUNDAY (LGA)	43	\$150,000	-3.1%	118	\$155,000	\$155,000	0.0%	\$174,000	-10.9%
WHITSUNDAY (LGA) ^	14	N/A	N/A	60	\$191,250	\$230,000	-16.8%	\$190,000	0.7%
BOWEN	15	N/A	N/A	30	\$101,000	\$120,000	-15.8%	\$167,500	-39.7%
CANNON VALLEY	6	N/A	N/A	26	\$207,250	\$253,880	-18.4%	N/A	N/A
CANNONVALE	3	N/A	N/A	23	\$150,000	\$160,000	-6.3%	\$174,000	-13.8%

SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>MACKAY (LGA)</b>	<b>391</b>	<b>\$379,000</b>	<b>1.0%</b>	<b>1473</b>	<b>\$365,750</b>	<b>\$345,000</b>	<b>6.0%</b>	<b>\$370,000</b>	<b>-1.1%</b>
<b>MACKAY (LGA) ^</b>	<b>47</b>	<b>\$520,000</b>	<b>-0.1%</b>	<b>222</b>	<b>\$470,000</b>	<b>\$480,000</b>	<b>-2.1%</b>	<b>\$435,000</b>	<b>8.0%</b>
ANDERGROVE	40	\$370,000	-1.4%	132	\$350,000	\$335,000	4.5%	\$337,500	3.7%
BEACONSFIELD	20	\$406,500	1.3%	71	\$385,000	\$360,000	6.9%	\$355,000	8.5%
BLACKS BEACH	18	N/A	N/A	59	\$351,250	\$270,000	30.1%	\$417,000	-15.8%
BUCASIA	21	\$350,000	0.7%	87	\$385,000	\$345,000	11.6%	\$359,000	7.2%
EAST MACKAY	10	N/A	N/A	50	\$362,500	\$345,000	5.1%	\$407,500	-11.0%
EIMEO	15	N/A	N/A	56	\$376,000	\$360,000	4.4%	\$408,000	-7.8%
GLENELLA	22	\$475,000	0.0%	81	\$472,500	\$452,500	4.4%	\$495,000	-4.5%
MARIAN	23	\$412,000	2.8%	78	\$420,000	\$421,250	-0.3%	\$421,250	-0.3%
MOUNT PLEASANT	15	N/A	N/A	57	\$363,500	\$395,000	-8.0%	\$386,500	-6.0%
NORTH MACKAY	25	\$293,750	3.1%	94	\$295,000	\$255,000	15.7%	\$297,000	-0.7%
OORALEA	18	N/A	N/A	57	\$475,000	\$440,000	8.0%	\$446,000	6.5%
RURAL VIEW	27	\$445,000	-0.2%	89	\$423,000	\$428,500	-1.3%	\$435,000	-2.8%
SARINA	8	N/A	N/A	41	\$259,000	\$255,000	1.6%	\$220,000	17.7%
SARINA ^	4	N/A	N/A	29	\$475,000	\$447,500	6.1%	\$370,000	28.4%
SHOAL POINT	6	N/A	N/A	21	\$420,000	\$425,000	-1.2%	\$505,000	-16.8%
SLADE POINT	12	N/A	N/A	51	\$318,000	\$324,000	-1.9%	\$319,000	-0.3%
SOUTH MACKAY	23	\$299,000	0.0%	93	\$315,000	\$310,000	1.6%	\$298,500	5.5%
WALKERSTON	14	N/A	N/A	55	\$385,000	\$365,000	5.5%	\$390,000	-1.3%
WEST MACKAY	18	N/A	N/A	83	\$352,500	\$335,000	5.2%	\$339,000	4.0%

## SURROUNDS

<b>ISAAC (LGA)</b>	<b>30</b>	<b>\$274,000</b>	<b>7.6%</b>	<b>178</b>	<b>\$240,000</b>	<b>\$186,750</b>	<b>28.5%</b>	<b>\$200,000</b>	<b>20.0%</b>
<b>ISAAC (LGA) ^</b>	<b>4</b>	<b>N/A</b>	<b>N/A</b>	<b>18</b>	<b>N/A</b>	<b>\$367,500</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
MORANBAH	20	\$280,000	4.3%	107	\$279,000	\$227,000	22.9%	\$210,000	32.9%
<b>WHITSUNDAY (LGA)</b>	<b>97</b>	<b>\$338,500</b>	<b>0.0%</b>	<b>372</b>	<b>\$350,000</b>	<b>\$347,500</b>	<b>0.7%</b>	<b>\$380,000</b>	<b>-7.9%</b>
<b>WHITSUNDAY (LGA)</b>	<b>97</b>	<b>\$338,500</b>	<b>0.0%</b>	<b>372</b>	<b>\$350,000</b>	<b>\$347,500</b>	<b>0.7%</b>	<b>\$380,000</b>	<b>-7.9%</b>
WHITSUNDAY (LGA) ^	22	\$527,500	0.7%	86	\$510,000	\$480,000	6.3%	\$455,000	12.1%
BOWEN	31	\$275,000	7.4%	125	\$268,500	\$250,000	7.4%	\$310,000	-13.4%
CANNONVALE	22	\$450,000	0.0%	92	\$435,000	\$436,200	-0.3%	\$429,700	1.2%
PROSERPINE	10	N/A	N/A	46	\$264,500	\$280,000	-5.5%	\$250,000	5.8%

## SALES MARKET - UNITS &amp; TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>MACKAY (LGA)</b>	<b>54</b>	<b>\$225,000</b>	<b>2.3%</b>	<b>209</b>	<b>\$225,000</b>	<b>\$225,000</b>	<b>0.0%</b>	<b>\$291,250</b>	<b>-22.7%</b>
MACKAY	17	N/A	N/A	47	\$227,500	\$232,500	-2.2%	\$399,000	-43.0%
NORTH MACKAY	4	N/A	N/A	20	\$216,250	\$170,000	27.2%	N/A	N/A
SOUTH MACKAY	4	N/A	N/A	20	\$182,000	\$163,500	11.3%	\$229,000	-20.5%
WEST MACKAY	8	N/A	N/A	22	\$227,500	\$217,500	4.6%	\$280,000	-18.8%

## SURROUNDS

<b>ISAAC (LGA)</b>	<b>2</b>	<b>N/A</b>	<b>N/A</b>	<b>21</b>	<b>\$218,500</b>	<b>\$159,500</b>	<b>37.0%</b>	<b>N/A</b>	<b>N/A</b>
<b>WHITSUNDAY (LGA)</b>	<b>38</b>	<b>\$271,250</b>	<b>-1.8%</b>	<b>139</b>	<b>\$260,250</b>	<b>\$240,000</b>	<b>8.4%</b>	<b>\$255,500</b>	<b>1.9%</b>
AIRLIE BEACH	16	N/A	N/A	47	\$335,000	\$322,000	4.0%	\$360,000	-6.9%
CANNONVALE	16	N/A	N/A	55	\$215,000	\$222,500	-3.4%	\$252,000	-14.7%

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>MACKAY REGIONAL</b>	<b>\$370</b>	<b>249</b>	<b>\$360</b>	<b>289</b>	<b>\$295</b>	<b>454</b>
4737	Sarina/Sarina Beach/Armstrong Beach	\$350	33	\$315	18	\$280	36
4740	Mackay	\$380	177	\$360	223	\$300	353
4741	Various Islands/Clairview/Eton/Farleigh/Flaggy Rock/Gargett/Mt Christian/Mt Ossa/Oakenden/Pinnacle/Pleystowe/Seaforth/Yalbaroo	\$320	9	\$395	7	\$290	10
4750	Bucasia/Seaview Heights/Shoal Pt	\$425	10	\$375	23	\$295	23
4751	Palmyra/Walkerston	\$400	13	\$425	5	\$330	13
	<b>ISAAC REGIONAL</b>	<b>\$330</b>	<b>131</b>	<b>\$280</b>	<b>156</b>	<b>\$220</b>	<b>154</b>
4721	Clermont	\$300	7	\$250	12	\$240	16
4730	Longreach/Stonehenge	\$260	12	\$245	11	\$240	21
4742	Nebo	N/A	4	N/A	2	\$180	8
4744	Moranbah	\$380	68	\$325	83	\$250	87
4745	Dysart	\$220	33	\$190	34	\$175	31
4746	Middledmount	\$350	8	\$250	22	\$250	10
	<b>WHITSUNDAY REGIONAL</b>	<b>\$350</b>	<b>111</b>	<b>\$350</b>	<b>99</b>	<b>\$300</b>	<b>146</b>
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/Mt Julian/Mt Marlow/Nth Gregory/Proserpine/Riordanvale/Strathdickie/Wilson Bch	\$370	23	\$333	20	\$290	35
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/Shutehaven/Whitsunday	\$440	40	\$400	40	\$365	49
4804	Collinsville	\$250	17	\$250	14	\$180	14
4805	Bowen	\$300	31	\$300	25	\$260	48

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>MACKAY REGIONAL</b>	<b>\$300</b>	<b>231</b>	<b>\$270</b>	<b>223</b>	<b>\$220</b>	<b>317</b>
4737	Sarina/Sarina Beach/Armstrong Beach	\$225	12	\$210	9	\$195	11
4740	Mackay	\$300	202	\$273	198	\$220	286
4750	Bucasia/Seaview Heights/Shoal Pt	\$270	5	\$250	9	\$195	8
4751	Greenmount/ Palmyra/ Victoria Plains/ Walkerston	\$285	6	N/A	4	\$275	6
	<b>ISAAC REGIONAL</b>	<b>\$245</b>	<b>38</b>	<b>\$250</b>	<b>30</b>	<b>\$180</b>	<b>28</b>
4721	Clermont	N/A	2	\$200	5	\$160	6
4744	Moranbah	\$170	15	\$285	13	\$270	11
4746	Middledmount	\$268	10	\$250	8	\$180	8
	<b>WHITSUNDAY REGIONAL</b>	<b>\$300</b>	<b>152</b>	<b>\$280</b>	<b>113</b>	<b>\$260</b>	<b>152</b>
4800	Cannon Valley/Conway/Dingo Bch/Erlando Bch/ Mt Julian/Mt Marlow/Nth Gregory/Proserpine/ Riordanvale/Strathdickie/Wilson Bch	\$230	19	\$210	14	\$200	8
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/ Shutehaven/Whitsunday	\$325	103	\$320	68	\$275	109
4805	Bowen	\$245	23	\$240	26	\$250	33

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20		SEP-19		SEP-15	
		\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS	\$ / WEEK	NEW BONDS
	<b>MACKAY REGIONAL</b>	<b>\$375</b>	<b>19</b>	<b>\$350</b>	<b>38</b>	<b>\$290</b>	<b>53</b>
4740	Mackay	\$378	18	\$360	34	\$290	49
	<b>ISAAC REGIONAL</b>	<b>\$450</b>	<b>22</b>	<b>\$350</b>	<b>18</b>	<b>\$310</b>	<b>22</b>
4744	Moranbah	\$450	20	\$425	9	\$320	15
4745	Dysart	N/A	1	N/A	2	\$180	5
	<b>WHITSUNDAY REGIONAL</b>	<b>\$410</b>	<b>24</b>	<b>\$400</b>	<b>28</b>	<b>\$310</b>	<b>26</b>
4802	Airlie Bch/Cannonvale/Jubilee/Shute Harbour/ Shutehaven/Whitsunday	\$420	19	\$395	22	\$340	19
4805	Bowen	N/A	1	N/A	3	N/A	2





# How sub-contracting can give you the freedom to spread your wings further



**For many sales agents looking to further their careers, becoming a principal licensee is an obvious step.**

Running your own agency brings absolute freedom – but also absolute responsibility. What if there were a way to have more control over your day-to-day, without the onerous management that comes with being a principal licensee? For Brad McCrohon, the answer is sub-contracting.

Operating as a sub-contractor still requires a full real estate licence, but it gives McCrohon the freedom to sell how he pleases. “By sub-contracting, you get the best of both worlds,” he says. “I’ve got the freedom of being a principal, but none of the pressure of ensuring an entire team is operating.” Not only that, McCrohon believes it’s made him a better agent. “It lets you rely more on the client’s

needs and wants, rather than just treating them like you need to sell their home and then forget about it,” he continues. “You become friendlier and learn more about their situation so you can customise your service.”

Another advantage McCrohon has found is he doesn’t need to be concerned with building brand loyalty. As a sub-contractor, he’s still beneath the umbrella of his agency – Team Solomon Estate Agents. “Even though you’re managing yourself like a business, you’ve still got that name there for brand recognition,” says McCrohon.

While it’s not currently on his radar, having the full licence gives McCrohon the option of opening his own agency some time down the track, too. “I definitely would consider it, but the way I operate right now is as if I am the licensee,” he says. “I’m the one who’s accountable and I’m the one to blame, and that’s lifted my game a lot.”

As for the licence upgrade itself, McCrohon found the training gave his

skills some extra polish and fine-tuning. “Even for the things I already knew from working in the industry, it was a really good refresher,” he says. “It offered different ways of looking at things, and goes into so much more depth than the registration certificate. And the trainers were absolutely exceptional – all of them. Ever since school I haven’t been much for studying, but nothing was too much trouble for them; it was easy, simple, and great.”

If, like Brad McCrohon, you’re ready to take further control of your real estate career by becoming a sub-contractor – or even a principal licensee, register for your licence upgrade today by [clicking here](#).

**If you’re already working in real estate, you may be eligible for Recognition of Prior Learning, which credits you with units based on your acquired skills and knowledge. [Assess your RPL eligibility here](#). As always, call us at 1300 MYREIQ for more information.**

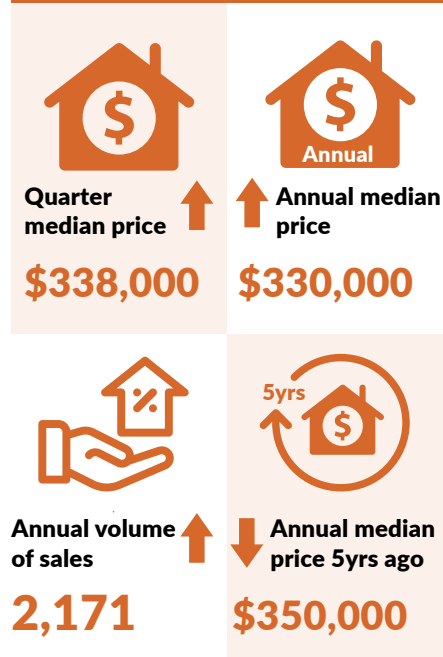


## YOU MIGHT BE CLOSER THAN YOU THINK TO A FULL LICENCE!

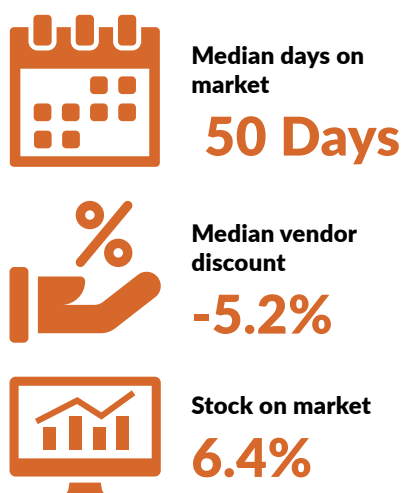
**Enquire about RPL**

RTO No. 5420

### HOUSE MARKET (<2400M<sup>2</sup>)



### HOUSE MARKET ALL



**The robustness of the housing sector saw it becomes the second-best performing major region in the State.**

## Townsville Market Ticking Many Boxes

**The Townsville property market has continued its strong conditions over the September 2020 quarter.**

Indeed, the robustness of its housing sector saw it becomes the second-best performing major region in the State.

The Townsville median house price for the September quarter increased an impressive 3.1 per cent to \$338,000, with the volume of sales increasing over the year as well.

While the region's unit market has yet to experience the same uptick in market conditions, buyers are snapping up vacant land parcels to upgrade to new homes.

Investors are also taking an interest in the Townsville market more generally as well, no doubt attracted to its diverse economy and the low rental vacancy rate of just 0.6 per cent.

Weekly rents are continuing to increase due to the supply and demand imbalance, which is a situation set to continue as more people migrate to the area over coming months for defence jobs or university courses.

### Regional Economy and Infrastructure Investment

The State Government will expand Townsville PPE warehouse to store a reserve of Personal Protective Equipment (PPE) and critical health supplies for the state, as part of its new critical supply strategy announced today.

Deputy Premier, Minister for Health and Minister for Ambulance Services, Steven Miles said the implementation of the Queensland Government Critical Supply Reserve (QGCSR) Strategy would protect against future supply chain disruption by addressing key learnings from systemic global market failure seen at the peak of the pandemic.

"The COVID-19 pandemic has placed pressure on PPE stocks across the world," Miles said.

"Our doctors, nurses, emergency workers and other frontline staff deserve to have access to the necessary supplies and equipment to keep them safe and ensure they can care for the community."

"This expansion in Townsville will double the size of the current location, to house vital supplies including masks, gowns and gloves."

Member for Townsville, Scott Stewart said the new warehouse will mean better access to critical supplies for North Queensland and surrounding regions.

"This is about protecting our healthcare workers," Stewart said.

"Having critical supplies readily available to protect our healthcare workers and frontline services is vital to ensure they can care for our community while keeping safe themselves.

"We are investing in North Queensland to ensure critical supplies are available when and where they are needed, meaning faster delivery times with stock dispersed across the state."

Member for Thuringowa, Aaron Harper said the strategy was part of the economic recovery plans in the state.

"Procurement for the QGCSR will include a commitment of up to 25 per cent of locally manufactured PPE, creating job opportunities for Queenslanders, here in Townsville," Harper said.

"This strategy will also enable the delivery of vital infrastructure, strengthen Queensland's industries and enable future growth, which are key foundations of our Unite and Recover plan for Queensland jobs.

"While this strategy will be critical to our ongoing success in fighting COVID-19, it will serve Queensland and our frontline staff well into the future."

### House Market (<2400m<sup>2</sup>)

Like much of regional Queensland over the past decade, Townsville's property market hasn't been one to write home about.



## EMPLOYMENT MARKET

### TOWNSVILLE



Unemployment Rate

**7.9%**



Participation Rate

**62.7%**

## UNIT MARKET



Quarter  
median price

**\$227,000**



Annual  
median price

**\$250,000**



Annual volume  
of sales

**499**



Annual median  
price 5 yrs ago

**\$289,000**

Its median house price previously recorded losses each year, whereas it now is nearing parity to where it was five years ago.

However, the situation may be set to change with strengthening market conditions and activity being recorded in the region.

Indeed, the region's housing market was the second-best performer over the September quarter behind Noosa, with a 3.1 per cent increase to \$338,000.

The annual volume of house sales was also up by about 10 per cent compared to the same period last year.

REIQ Townsville zone chair, Ben Kingsberry said market conditions had continued to be robust over the quarter, and in the tail-end of 2020, too.

He said interstate interest was not making a huge difference to the house market, with local activity the most prominent market interested. As well as new residents coming to town for defence jobs or university placements next year.

First home buyer activity continued to be strong, however, most first-timers remained keen on established properties rather than new homes, despite the various new-build government grants available.

The region's strong rental market, as well as affordable property prices was also starting to attract investors back into the house market.

### Unit and Land Markets

The Townsville median unit price may have recorded a flat result over the September quarter, but was up 2.2 per cent over the year, with the volume of sales also increasing. The annual median unit price over the quarter was \$250,000.

Demand for units in North Ward has pushed that suburb's median unit price up significantly over the quarter and the year.

The North Ward median unit price was up 4.3 per cent over the quarter and an impressive 11.5 per cent over the year ending September, bringing it to \$300,000.

Stronger activity in the Townsville vacant land market had yet to flow through to median price data in the September quarter.

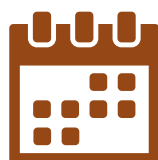
However, it's clear that land is popular with buyers in Townsville, no doubt partly due to the HomeBuilder scheme of \$25,000 on offer until 31 December and \$15,000 for three months after that.

The volume of land sales in Townsville was up about 20 per cent over the year ending September.

Kingsberry said it was upgraders who were driving the robust land market conditions, with many keen to build a new home.

Local developers have reportedly been struggling to keep up with demand, however, lending was sometimes an issue for would-be new house and land buyers.

## UNIT MARKET



Median days on  
market

**65 Days**



Median vendor  
discount

**-6.4%**



Stock on market

**5.3%**





## Rental Market

With a vacancy rate of just 0.6 per cent, Townsville is one of the most undersupplied rental markets in the state.

In fact, the result is the lowest on record since Quarterly Market Monitor data began, back in September 2008.

Such a supply and demand imbalance, as well as strengthening market conditions, means there is little surprise that investors are once again showing an interest in Townsville.

Like so many other parts of the market, the strong market conditions have yet to flow through to official statistics, however, that is likely to change in the next quarter.

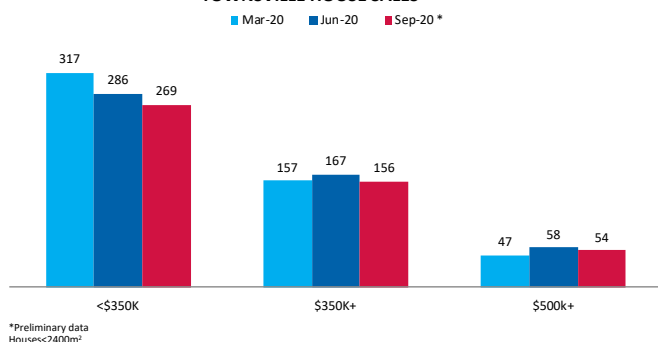
The median weekly rent for a two-bedroom unit in Townsville increased by 3.7 per cent to \$280 over the year ending September.

The median weekly rent for a three-bedroom house also rose to 3.1 per cent, to \$330 over the same period.

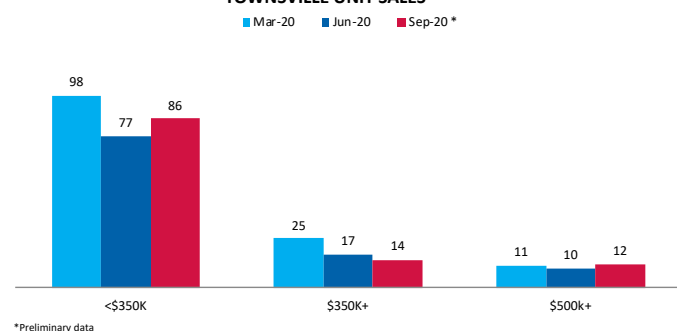
Townsville continues to record some of the best gross rental yields of all major regions across the state.

The gross rental yield for houses was 5.1 per cent and for units an impressive 6.4 per cent.

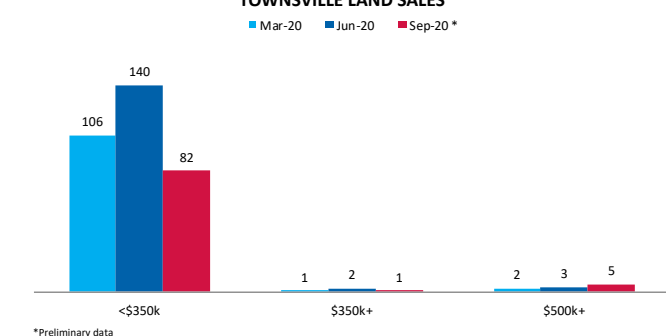
### TOWNSVILLE HOUSE SALES



### TOWNSVILLE UNIT SALES



### TOWNSVILLE LAND SALES



## SALES MARKET - HOUSES <2400m²

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>TOWNSVILLE (LGA)</b>	<b>562</b>	<b>\$338,000</b>	<b>3.1%</b>	<b>2171</b>	<b>\$330,000</b>	<b>\$315,000</b>	<b>4.8%</b>	<b>\$350,000</b>	<b>-5.7%</b>
<b>TOWNSVILLE (LGA) ^</b>	<b>54</b>	<b>\$440,000</b>	<b>1.1%</b>	<b>247</b>	<b>\$442,500</b>	<b>\$428,500</b>	<b>3.3%</b>	<b>\$440,000</b>	<b>0.6%</b>
AITKENVALE	20	\$275,000	-0.9%	68	\$277,500	\$279,500	-0.7%	\$319,750	-13.2%
ALICE RIVER ^	7	N/A	N/A	28	\$502,000	\$470,000	6.8%	\$512,000	-2.0%
ALLIGATOR CREEK	2	N/A	N/A	25	\$470,000	\$496,750	-5.4%	\$420,000	11.9%
ANNANDALE	31	\$387,500	-1.3%	112	\$385,000	\$405,000	-4.9%	\$420,000	-8.3%
BALGAL BEACH	6	N/A	N/A	22	\$227,500	\$295,000	-22.9%	\$280,000	-18.8%
BELGIAN GARDENS	3	N/A	N/A	20	\$402,500	\$450,000	-10.6%	\$476,500	-15.5%
BLUEWATER PARK ^	5	N/A	N/A	21	\$360,000	N/A	0.0%	\$370,000	-2.7%
BOHLE PLAINS	17	N/A	N/A	57	\$382,000	\$368,000	3.8%	\$416,000	-8.2%
BURDELL	24	\$385,000	4.6%	89	\$350,500	\$336,250	4.2%	\$410,000	-14.5%
BUSHLAND BEACH	28	\$394,500	0.5%	136	\$389,000	\$363,000	7.2%	\$395,000	-1.5%
CONDON	15	N/A	N/A	52	\$255,000	\$240,000	6.3%	\$285,000	-10.5%
CRANBROOK	9	N/A	N/A	49	\$245,000	\$260,000	-5.8%	\$290,000	-15.5%
CURRAJONG	6	N/A	N/A	35	\$242,500	\$247,500	-2.0%	\$294,000	-17.5%
DEERAGUN	10	N/A	N/A	43	\$249,000	\$246,750	0.9%	\$330,000	-24.5%
DOUGLAS	22	\$338,750	1.4%	105	\$355,000	\$349,000	1.7%	\$390,000	-9.0%
GARBUTT	7	N/A	N/A	24	\$242,500	\$235,500	3.0%	\$275,000	-11.8%
GULLIVER	8	N/A	N/A	34	\$264,000	\$242,000	9.1%	\$285,000	-7.4%
HEATLEY	16	N/A	N/A	55	\$238,000	\$220,000	8.2%	\$252,500	-5.7%
HERMIT PARK	18	N/A	N/A	48	\$340,000	\$295,000	15.3%	\$370,000	-8.1%
IDALIA	20	\$457,500	1.2%	71	\$415,000	\$425,000	-2.4%	\$525,000	-21.0%
KELSO	21	\$250,500	2.3%	93	\$225,000	\$229,000	-1.7%	\$280,000	-19.6%
KELSO ^	8	N/A	N/A	24	\$447,500	\$435,000	2.9%	\$430,000	4.1%
KIRWAN	65	\$330,000	0.8%	262	\$317,500	\$307,750	3.2%	\$340,000	-6.6%
MOUNT LOUISA	32	\$365,000	1.3%	133	\$374,500	\$334,000	12.1%	\$374,000	0.1%
MOUNT LOW	15	N/A	N/A	50	\$317,500	\$343,750	-7.6%	\$410,500	-22.7%
MUNDINGBURRA	11	N/A	N/A	39	\$359,500	\$325,000	10.6%	\$362,500	-0.8%
NELLY BAY	6	N/A	N/A	30	\$360,000	\$332,500	8.3%	\$325,000	10.8%
NORTH WARD	9	N/A	N/A	27	\$750,000	\$549,250	36.5%	\$645,000	16.3%
OONONBA	6	N/A	N/A	24	\$246,000	\$305,000	-19.3%	\$285,000	-13.7%
PIMLICO	6	N/A	N/A	23	\$326,000	\$308,750	5.6%	\$340,000	-4.1%
RAILWAY ESTATE	13	N/A	N/A	44	\$300,500	\$280,000	7.3%	\$345,000	-12.9%
RANGEWOOD ^	5	N/A	N/A	22	\$477,000	\$440,000	8.4%	\$475,500	0.3%
RASMUSSEN	10	N/A	N/A	38	\$220,000	\$210,000	4.8%	\$330,000	-33.3%
SOUTH TOWNSVILLE	10	N/A	N/A	29	\$330,000	\$312,000	5.8%	\$355,000	-7.0%
THURINGOWA CENTRAL	2	N/A	N/A	21	\$287,000	\$265,000	8.3%	\$302,500	-5.1%
VINCENT	7	N/A	N/A	22	\$240,000	\$220,000	9.1%	\$261,000	-8.0%
WEST END	11	N/A	N/A	53	\$360,000	\$337,500	6.7%	\$360,000	0.0%
WULGURU	15	N/A	N/A	55	\$250,000	\$250,000	0.0%	\$295,000	-15.3%

### SURROUNDS

<b>BURDEKIN (LGA)</b>	<b>43</b>	<b>\$170,000</b>	<b>3.1%</b>	<b>169</b>	<b>\$165,000</b>	<b>\$160,000</b>	<b>3.1%</b>	<b>\$185,000</b>	<b>-10.8%</b>
<b>BURDEKIN (LGA) ^</b>	<b>13</b>	<b>N/A</b>	<b>N/A</b>	<b>33</b>	<b>\$350,000</b>	<b>\$345,000</b>	<b>1.4%</b>	<b>\$400,000</b>	<b>-12.5%</b>
AYR	28	\$177,500	1.4%	104	\$182,500	\$181,500	0.6%	\$202,500	-9.9%
HOME HILL	6	N/A	N/A	31	\$136,658	\$116,000	17.8%	\$177,500	-23.0%
<b>CHARTERS TOWERS (LGA)</b>	<b>10</b>	<b>N/A</b>	<b>N/A</b>	<b>65</b>	<b>\$130,000</b>	<b>\$160,000</b>	<b>-18.8%</b>	<b>\$172,500</b>	<b>-24.6%</b>
<b>CHARTERS TOWERS (LGA) ^</b>	<b>11</b>	<b>N/A</b>	<b>N/A</b>	<b>41</b>	<b>\$345,000</b>	<b>\$330,000</b>	<b>4.5%</b>	<b>\$385,000</b>	<b>-10.4%</b>
CHARTERS TOWERS CITY	4	N/A	N/A	24	\$97,500	\$103,000	-5.3%	\$152,500	-36.1%
<b>HINCHINBROOK (LGA)</b>	<b>29</b>	<b>\$175,000</b>	<b>0.0%</b>	<b>105</b>	<b>\$210,000</b>	<b>\$192,500</b>	<b>9.1%</b>	<b>\$230,000</b>	<b>-8.7%</b>
<b>HINCHINBROOK (LGA) ^</b>	<b>5</b>	<b>N/A</b>	<b>N/A</b>	<b>30</b>	<b>\$285,000</b>	<b>\$260,000</b>	<b>9.6%</b>	<b>\$350,000</b>	<b>-18.6%</b>
FORREST BEACH	8	N/A	N/A	21	\$235,000	\$189,000	24.3%	\$230,000	2.2%
INGHAM	18	N/A	N/A	48	\$145,000	\$145,000	0.0%	\$208,000	-30.3%



## SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>TOWNSVILLE (LGA)</b>	<b>118</b>	<b>\$227,000</b>	<b>0.0%</b>	<b>499</b>	<b>\$250,000</b>	<b>\$244,500</b>	<b>2.2%</b>	<b>\$289,000</b>	<b>-13.5%</b>
HERMIT PARK	8	N/A	N/A	29	\$131,250	\$125,000	5.0%	\$164,500	-20.2%
KIRWAN	7	N/A	N/A	22	\$242,500	\$197,500	22.8%	\$257,500	-5.8%
NELLY BAY	10	N/A	N/A	39	\$292,500	\$146,000	100.3%	\$125,000	134.0%
NORTH WARD	21	\$337,500	4.3%	110	\$300,000	\$269,000	11.5%	\$336,000	-10.7%
TOWNSVILLE CITY	16	N/A	N/A	72	\$365,000	\$317,000	15.1%	\$410,000	-11.0%
WEST END	11	N/A	N/A	39	\$203,500	\$227,000	-10.4%	\$200,000	1.8%

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$/ WEEK	NEW BONDS	SEP-19 \$/ WEEK	NEW BONDS	SEP-15 \$/ WEEK	NEW BONDS
	<b>TOWNSVILLE CITY</b>	<b>\$280</b>	<b>594</b>	<b>\$270</b>	<b>596</b>	<b>\$255</b>	<b>713</b>
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$300	280	\$280	267	\$280	335
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$360	53	\$330	56	\$300	48
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$253	130	\$250	135	\$230	176
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$285	75	\$280	69	\$250	76
4815	Candon/Kelso/Pinnacles/Rasmussen	\$258	18	\$260	27	\$250	17
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$250	19	\$250	28	\$245	37
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	N/A	4	\$270	5	\$225	9
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$360	15	\$260	9	\$290	15
	<b>BURDEKIN SHIRE</b>	<b>\$208</b>	<b>22</b>	<b>\$210</b>	<b>43</b>	<b>\$210</b>	<b>61</b>
4807	Airville	\$208	20	\$210	35	\$215	52
	<b>CHARTERS TOWERS REGIONAL</b>	<b>\$225</b>	<b>25</b>	<b>\$205</b>	<b>9</b>	<b>\$200</b>	<b>9</b>
4820	Richmond Hill	\$225	25	\$205	9	\$200	9
	<b>HINCHINBROOK SHIRE</b>	<b>\$180</b>	<b>27</b>	<b>\$173</b>	<b>20</b>	<b>\$160</b>	<b>19</b>
4850	Abergowrie	\$180	27	\$173	20	\$160	19

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$/ WEEK	NEW BONDS	SEP-19 \$/ WEEK	NEW BONDS	SEP-15 \$/ WEEK	NEW BONDS
	<b>TOWNSVILLE CITY</b>	<b>\$340</b>	<b>41</b>	<b>\$350</b>	<b>30</b>	<b>\$330</b>	<b>33</b>
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$420	11	\$450	9	\$340	7
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$340	7	\$320	6	\$380	5
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$365	10	N/A	4	N/A	3
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$330	9	\$330	5	\$320	7
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	N/A	1	N/A	2	\$340	5

## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>TOWNSVILLE (LGA)</b>	<b>81</b>	<b>\$160,000</b>	<b>-0.6%</b>	<b>399</b>	<b>\$165,000</b>	<b>\$164,500</b>	<b>0.3%</b>	<b>\$160,900</b>	<b>2.5%</b>
<b>TOWNSVILLE (LGA) ^</b>	<b>18</b>	<b>N/A</b>	<b>N/A</b>	<b>72</b>	<b>\$215,000</b>	<b>\$232,000</b>	<b>-7.3%</b>	<b>\$208,000</b>	<b>3.4%</b>
BOHLE PLAINS	7	N/A	N/A	63	\$185,000	\$168,750	9.6%	\$161,000	14.9%
BURDELL	6	N/A	N/A	33	\$161,000	\$139,500	15.4%	\$157,700	2.1%
BUSHLAND BEACH	12	N/A	N/A	33	\$165,000	\$151,000	9.3%	\$159,750	3.3%
JENSEN	3	N/A	N/A	35	\$225,000	\$219,000	2.7%	\$227,500	-1.1%
JULAGO	0	N/A	N/A	26	\$144,000	\$160,000	-10.0%	N/A	N/A
MOUNT LOUISA	8	N/A	N/A	22	\$166,000	\$242,500	-31.5%	\$181,500	-8.5%
<b>SURROUNDS</b>									
<b>HINCHINBROOK (LGA)</b>	<b>11</b>	<b>N/A</b>	<b>N/A</b>	<b>27</b>	<b>\$45,000</b>	<b>\$55,000</b>	<b>-18.2%</b>	<b>\$54,500</b>	<b>-17.4%</b>

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$/ WEEK	NEW BONDS	SEP-19 \$/ WEEK	NEW BONDS	SEP-15 \$/ WEEK	NEW BONDS
	<b>TOWNSVILLE CITY</b>	<b>\$330</b>	<b>468</b>	<b>\$320</b>	<b>521</b>	<b>\$305</b>	<b>771</b>
4810	Belgian Gardens/Cape Cleveland/Castle Hill/Nth Ward/Pallarenda/Railway Estate/Rowes Bay/Townsville/West End/Yarrowonga	\$360	45	\$350	51	\$340	64
4811	Cluden/Idalia/James Cook Uni/Mt Stuart/Oak Valley/Oonoonba/Partington/Roseneath/Serene Valley/Stuart/Wulguru	\$350	30	\$329	32	\$328	43
4812	Currajong/Gulliver/Hermit Pk/Hyde Pk/Hyde Pk Castletown/Mundingburra/Mysterton/Pilmico/Rising Sun/Rosslea	\$325	38	\$320	53	\$310	52
4814	Aitkenvale/Cranbrook/Douglas, Garbutt/Heatley/Mt Elliot/Mt Louisa/Murray/Vincent	\$330	138	\$320	145	\$305	202
4815	Candon/Kelso/Pinnacles/Rasmussen	\$300	61	\$300	77	\$290	123
4816	Alligator Ck/Dunk Is/Greenvale/Hidden Valley/Homestead/Julago/Macrossan/Majors Ck/Mingela/Mutarnee/Nelia/Nome/Palm Is/Paluma/Pentland/Praire/Ravenswood/Rollingstone/Sellheim/Toonpan/Torrens Ck/Woodstock	\$320	13	N/A	4	\$285	14
4817	Alice River/Bohle Plns/Kirwan/Rangewood/Rupertswood/Stableford/\Thuringowa Central	\$340	79	\$320	76	\$325	134
4818	Beach Holm/Black River/Blue Hills/Bluewater/Bohle/Burdell/Bushland Bch/Carinya/Cordelia/Deeragun/Innes/Jensen/Lynam/Mt Low/Purono Pk/Saunders Bch/Shaw/Toolakea/Yabulu	\$350	56	\$323	70	\$300	117
4819	Arcadia/Arcadia Bay/Horseshoe Bay/Magnetic Is/Nelly Bay/Picnis Bay	\$365	8	\$380	13	\$280	22
	<b>BURDEKIN SHIRE</b>	<b>\$278</b>	<b>42</b>	<b>\$253</b>	<b>42</b>	<b>\$265</b>	<b>59</b>
4806	Arkendeith	\$280	11	\$223	12	\$250	8
4807	Airville	\$275	27	\$255	27	\$265	45
	<b>CHARTERS TOWERS REGIONAL</b>	<b>\$250</b>	<b>31</b>	<b>\$250</b>	<b>31</b>	<b>\$230</b>	<b>44</b>
4820	Richmond Hill	\$250	31	\$250	31	\$230	44
	<b>HINCHINBROOK SHIRE</b>	<b>\$260</b>	<b>25</b>	<b>\$265</b>	<b>25</b>	<b>\$250</b>	<b>25</b>
4850	Abergowrie	\$260	25	\$265	25	\$250	25

## RENTAL MARKET

**FOR RENT**



**Vacancy Rates**

**0.6%**

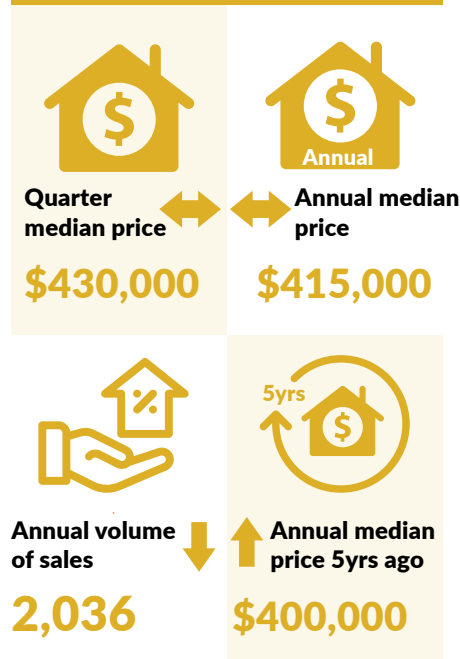
**House Yields**

**5.1%**

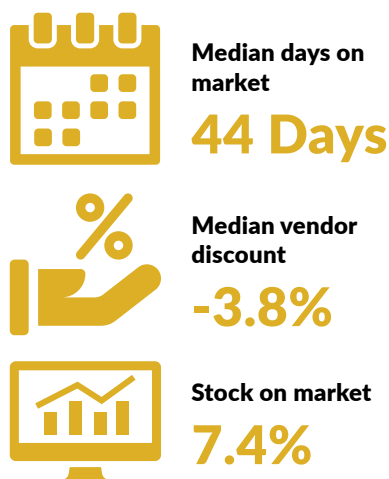
**Unit Yields**

**6.4%**

## HOUSE MARKET (<2400M<sup>2</sup>)



## HOUSE MARKET



**The combination of low interest rates, pent-up demand, restricted supply, as well as a general uplift in confidence is boosting the region's house market.**

## Activity Strengthening as Confidence Returns

**The reality of the Cairns housing market belies the results in the September 2020 quarter, with strengthening activity occurring, according to local agents.**

The combination of low interest rates, pent-up demand, restricted supply, as well as a general uplift in confidence is boosting the region's house market. The Cairns median house market was flat over the September quarter, at \$430,000.

The region's unit market has yet to experience the same uplift in activity and also recorded a flat result over the period, at \$215,000.

The same can't be said for the vacant land sales, which soared courtesy of strong first home buyer activity. Over the quarter, sales volume increased by approximately 20 per cent compared to the same period last year.

The region's vacancy rate was at 1.2 per cent, which resulted in weekly rents increasing for most dwelling types.

Gross rental yields for investors remained some of the best in the state, especially for units, which recorded an impressive yield of 7.7 per cent over the quarter.

### Regional Economy and Infrastructure Investment

The State Government launched a major tourism campaign in Queensland's largest domestic tourism markets, as the state's border reopened to New South Wales and Victoria at the start of December.

Queensland Premier, Anastacia Palaszczuk said an upcoming campaign blitz would reach 8.3 million people in New South Wales and Victoria.

"Queensland is good to go," the Premier said.

"Tourism is vital when it comes to rebuilding our economy and supporting jobs. We're saying to tourists in New South Wales and Victoria – we want you.

"This marketing blitz will safeguard jobs and help thousands of tourism businesses right throughout the state to make the most of the important summer holiday period.

"It's only thanks to the way Queenslanders managed this health crisis that we're now in a strong position – and able to welcome back tourists for Christmas."

Treasurer, Cameron Dick said the campaign was part of more than half-a-billion dollars the government has invested in tourism recovery since the beginning of the coronavirus pandemic.

"This is a great step towards our recovery," he said.

"I look forward to seeing many 'no vacancy' signs right around the state this summer, especially in regions like Cairns and the Gold Coast that have been particularly hard hit by COVID-19.

"Australians spent \$53.8 billion last year on international trips. This campaign will enable us to tap into pent-up demand for travel among tourists in NSW and Victoria."

Tourism Industry Development Minister, Stirling Hinchliffe said the campaign would inspire interstate visitors to stay longer and spend more in Queensland.

"This campaign will showcase the breadth of experiences on offer in Queensland to encourage a longer stay – in place of an international holiday," he said.

"Queensland is one of the world's favourite holiday destinations and we know interstate visitors have been dreaming of a Queensland holiday most of the year.

"This campaign aims to convert that desire into bookings over the whole summer period, with a second burst in early 2021 to support bookings later into the new year."

## EMPLOYMENT MARKET

### CAIRNS



Unemployment Rate

**4.8%**



Participation Rate

**62.9%**

## UNIT MARKET



Quarter median price

**\$215,000**



Annual median price

**\$225,000**



Annual volume of sales

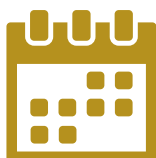
**1,032**



Annual median price 5 yrs ago

**\$225,000**

## UNIT MARKET



Median days on market

**68 Days**



Median vendor discount

**-4.7%**



Stock on market

**7.1%**



### House Market (<2400m2)

The data might show a flat result for the September quarter in Cairns, but the reality is that strengthening conditions are well under way.

The Cairns median house price recorded no change over the September quarter at \$430,000 with the quarterly changes in sales activity also benign.

However, the Cairns house market is performing better than these numbers suggest, with activity on the rise as well as multiple offers becoming more common.

REIQ Cairns zone chair, Thomas Quaid said the market had been firming for several months, even with the Queensland border closed to Sydney and Melbourne.

There has been a percentage of interstate buyers prepared to purchase remotely, however, much of the activity is derived from locals or from elsewhere around the state.

The availability of cheap money from once-in-generation interest rates is a part of the reason for the market uptick, but so is pent-up demand, low supply, and consumer's increased savings due to the lack of overseas holidays this year.

The local hospitality sector is well into recovery mode, however, tourism businesses that relied on international visitors are having to rethink their strategies.

The majority of activity in the house sales markets has been owner occupiers and first home buyers, with investors still relatively thin on the ground.

### Unit and Land Markets

The Cairns unit market has yet to experience the same robust market conditions, however, it also did record a flat result over the September quarter at \$215,000.

Sales activity was also flat over the quarter, but has plunged significantly over the past year.

The sector has long struggled with high body corporate rates which has put off many buyers. However, with the rental market improving, along with yields, this could change.

The region hasn't had any serious unit development for the best part of a decade which will likely impact supply, and potentially prices, if the market strengthens.

At the other end of the spectrum, the land market in Cairns has soared off the back of solid first-home buyer activity, as well as various government grants.

The strong activity has yet to flow through to the data for the September quarter, however, there was a jump of nearly 20 per cent in the volume of annual land sales.

Quaid said the affordable price of land in the region – its median is currently \$191,500 – made it an attractive proposition for many first-time buyers. These first-time buyers can also potentially access up to \$45,000 in government grants.

### Rental Market

Similar to many other parts of the state, the residential vacancy rate in Cairns is well in undersupply territory, at 1.2 per cent for the September quarter.



However, the Cairns rental market has been that way for many years already. Indeed, it was nearly 10 years ago when the rental market had a consistent excess of supply over demand. The situation is unsurprisingly resulting in increasing rents for most dwelling types.

The median weekly rent for a two-bedroom unit increased 3.2 per cent to \$320 over the year ending September.

The median weekly rent for a three-bedroom house rose 3.8 per cent to \$410 over the same period.

The strengthening house market means that gross rental yields for investors have compressed marginally – recording five per cent in September.

However, the Cairns unit market, with its low buy-in prices and rising rents, is going the opposite way with a gross unit yield of 7.7 per cent recorded for the quarter.

## RENTAL MARKET



### Vacancy Rates

1.2%



### House Yields

5.0%

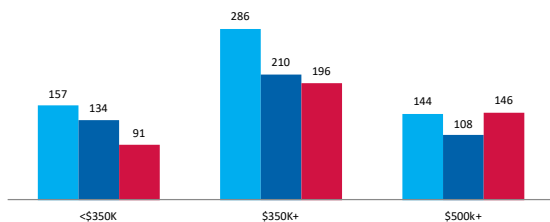


### Unit Yields

7.7%

CAIRNS & DOUGLAS HOUSE SALES

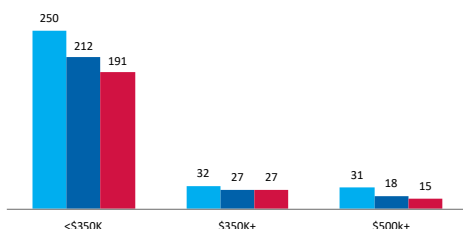
■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data  
Houses <2400m<sup>2</sup>

CAIRNS & DOUGLAS UNIT SALES

■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data

## SALES MARKET - HOUSES <2400m<sup>2</sup>

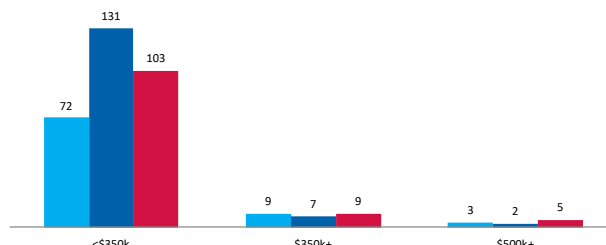
SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
HINCHINBROOK (LGA)	29	\$175,000	0.0%	105	\$210,000	\$192,500	9.1%	\$230,000	-8.7%
HINCHINBROOK (LGA) ^	5	N/A	N/A	30	\$285,000	\$260,000	9.6%	\$350,000	-18.6%
FORREST BEACH	8	N/A	N/A	21	\$235,000	\$189,000	24.3%	\$230,000	2.2%
INGHAM	18	N/A	N/A	48	\$145,000	\$145,000	0.0%	\$208,000	-30.3%
BRINSMEAD	21	\$485,000	-2.1%	69	\$477,500	\$475,000	0.5%	\$440,000	8.5%
CARAVONICA	7	N/A	N/A	33	\$385,000	\$412,000	-6.6%	\$382,500	0.7%
CLIFTON BEACH	6	N/A	N/A	37	\$575,000	\$515,000	11.7%	\$535,000	7.5%
EARLVILLE	6	N/A	N/A	33	\$375,000	\$380,000	-1.3%	\$350,000	7.1%
EDGE HILL	17	N/A	N/A	58	\$551,000	\$504,000	9.3%	\$490,000	12.4%
EDMONTON	35	\$337,500	0.0%	145	\$340,000	\$335,000	1.5%	\$338,500	0.4%
FRESHWATER	5	N/A	N/A	24	\$565,000	\$488,500	15.7%	\$515,000	9.7%
GORDONVALE	25	\$400,000	2.2%	84	\$327,000	\$317,000	3.2%	\$310,000	5.5%
GORDONVALE ^	7	N/A	N/A	23	\$657,500	\$600,000	9.6%	\$587,500	11.9%
HOLLOWAYS BEACH	8	N/A	N/A	41	\$420,050	\$392,000	7.2%	\$395,000	6.3%
KANIMBLA	11	N/A	N/A	46	\$500,000	\$493,250	1.4%	\$530,000	-5.7%
KEWARRA BEACH	22	\$427,000	-1.6%	147	\$440,000	\$452,500	-2.8%	\$433,000	1.6%
MANOORA	6	N/A	N/A	46	\$305,000	\$312,500	-2.4%	\$308,000	-1.0%
MANUNDA	6	N/A	N/A	36	\$325,000	\$350,000	-7.1%	\$340,000	-4.4%
MOOROOBOOL	8	N/A	N/A	73	\$365,000	\$358,000	2.0%	\$395,000	-7.6%
MOUNT SHERIDAN	29	\$369,000	1.5%	150	\$375,000	\$376,250	-0.3%	\$370,000	1.4%
PALM COVE	13	N/A	N/A	37	\$670,000	\$562,500	19.1%	\$645,000	3.9%
PARRAMATTA PARK	4	N/A	N/A	32	\$427,500	\$452,500	-5.5%	\$410,000	4.3%
REDLYNCH	27	\$510,000	-0.3%	143	\$495,000	\$500,000	-1.0%	\$460,000	7.6%
SMITHFIELD	19	N/A	N/A	86	\$443,500	\$440,000	0.8%	\$415,000	6.9%
TRINITY BEACH	21	\$490,000	0.0%	83	\$475,000	\$485,000	-2.1%	\$485,000	-2.1%
TRINITY PARK	20	\$439,500	-1.3%	91	\$430,000	\$440,000	-2.3%	\$440,000	-2.3%
WESTCOURT	5	N/A	N/A	22	\$350,000	\$367,000	-4.6%	\$357,500	-2.1%
WHITE ROCK	9	N/A	N/A	40	\$315,000	\$290,000	8.6%	\$315,000	0.0%
WHITFIELD	16	N/A	N/A	70	\$557,500	\$530,000	5.2%	\$507,500	9.9%
WOREE	7	N/A	N/A	30	\$320,000	\$327,500	-2.3%	\$360,000	-11.1%
YORKEYS KNOB	3	N/A	N/A	28	\$414,250	\$377,500	9.7%	\$387,000	7.0%

## SURROUNDS

CARPENTARIA (LGA) ^	0	N/A	N/A	0	N/A	N/A	N/A	N/A	N/A
CASSOWARY COAST (LGA)	48	\$225,000	-6.0%	250	\$235,000	\$250,000	-6.0%	\$248,000	-5.2%
CASSOWARY COAST (LGA) ^	17	N/A	N/A	81	\$320,000	\$328,500	-2.6%	\$332,500	-3.8%
DOUGLAS (LGA)	35	\$490,000	-3.0%	127	\$402,500	\$463,750	-13.2%	\$420,000	-4.2%
DOUGLAS(LGA) ^	12	N/A	N/A	43	\$505,000	\$475,500	6.2%	\$376,000	34.3%
PORT DOUGLAS	16	N/A	N/A	38	\$541,500	\$665,000	-18.6%	\$540,000	0.3%
MAREEBA (LGA)	32	\$292,500	0.0%	115	\$295,000	\$286,500	3.0%	\$272,000	8.5%
MAREEBA (LGA) ^	26	\$445,000	2.1%	125	\$490,000	\$455,000	7.7%	\$450,000	8.9%
KURANDA ^	5	N/A	N/A	33	\$500,000	\$460,000	8.7%	\$449,000	11.4%
MAREEBA	25	\$262,000	-4.5%	91	\$299,000	\$295,000	1.4%	\$277,000	7.9%
MAREEBA ^	7	N/A	N/A	39	\$460,000	\$455,000	1.1%	\$451,000	2.0%
TABLELANDS (LGA)	38	\$274,250	-4.1%	203	\$290,000	\$300,000	-3.3%	\$307,500	-5.7%
TABLELANDS (LGA) ^	28	\$442,500	-3.0%	164	\$425,000	\$421,000	1.0%	\$412,500	3.0%
ATHERTON	18	N/A	N/A	96	\$295,000	\$301,250	-2.1%	\$310,000	-4.8%
MILLSTREAM ^	5	N/A	N/A	23	\$342,200	\$250,000	36.9%	\$235,000	45.6%
TOLGA ^	6	N/A	N/A	35	\$465,000	\$450,000	3.3%	\$410,000	13.4%

CAIRNS & DOUGLAS LAND SALES

■ Mar-20 ■ Jun-20 ■ Sep-20 \*



\*Preliminary data



## SALES MARKET - UNITS & TOWNHOUSES

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>CAIRNS (LGA)</b>	<b>218</b>	<b>\$215,000</b>	<b>0.0%</b>	<b>1032</b>	<b>\$225,000</b>	<b>\$222,000</b>	<b>1.4%</b>	<b>\$225,000</b>	<b>0.0%</b>
BUNGALOW	6	N/A	N/A	25	\$150,000	\$155,000	-3.2%	\$148,000	1.4%
CAIRNS CITY	16	N/A	N/A	81	\$397,000	\$340,000	16.8%	\$350,000	13.4%
CAIRNS NORTH	29	\$220,000	1.1%	140	\$220,000	\$240,000	-8.3%	\$233,000	-5.6%
CLIFTON BEACH	9	N/A	N/A	43	\$245,000	\$266,250	-8.0%	\$255,000	-3.9%
EARLVILLE	4	N/A	N/A	32	\$220,000	\$225,000	-2.2%	\$212,500	3.5%
EDGE HILL	1	N/A	N/A	23	\$190,000	\$204,000	-6.9%	\$200,000	-5.0%
FRESHWATER	5	N/A	N/A	27	\$279,500	\$230,000	21.5%	\$257,000	8.8%
HOLLOWAYS BEACH	5	N/A	N/A	21	\$160,000	\$131,000	22.1%	\$195,000	-17.9%
MANOORA	20	\$169,500	1.3%	82	\$157,000	\$155,000	1.3%	\$156,500	0.3%
MANUNDA	14	N/A	N/A	55	\$143,748	\$165,000	-12.9%	\$150,000	-4.2%
MOOROOBOOL	2	N/A	N/A	30	\$205,000	\$195,000	5.1%	\$213,000	-3.8%
PALM COVE	25	\$210,000	-14.4%	81	\$274,950	\$291,500	-5.7%	\$265,500	3.6%
PARRAMATTA PARK	5	N/A	N/A	26	\$262,000	\$215,000	21.9%	\$241,000	8.7%
REDLYNCH	12	N/A	N/A	35	\$235,000	\$238,500	-1.5%	\$240,000	-2.1%
TRINITY BEACH	15	N/A	N/A	89	\$281,000	\$270,000	4.1%	\$255,000	10.2%
WESTCOURT	10	N/A	N/A	51	\$229,500	\$220,000	4.3%	\$218,500	5.0%
WHITE ROCK	2	N/A	N/A	21	\$220,000	\$220,500	-0.2%	\$241,750	-9.0%
WOREE	13	N/A	N/A	40	\$125,000	\$136,000	-8.1%	\$135,000	-7.4%
YORKEYS KNOB	10	N/A	N/A	50	\$215,500	\$242,500	-11.1%	\$216,500	-0.5%
<b>SURROUNDS</b>									
<b>CASSOWARY COAST (LGA)</b>	<b>12</b>	<b>N/A</b>	<b>N/A</b>	<b>54</b>	<b>\$220,000</b>	<b>\$195,000</b>	<b>12.8%</b>	<b>\$60,000</b>	<b>266.7%</b>
<b>DOUGLAS (LGA)</b>	<b>36</b>	<b>\$292,500</b>	<b>-0.3%</b>	<b>197</b>	<b>\$248,500</b>	<b>\$235,000</b>	<b>5.7%</b>	<b>\$215,500</b>	<b>15.3%</b>
PORT DOUGLAS	34	\$292,500	-0.8%	174	\$250,000	\$235,000	6.4%	\$212,000	17.9%
<b>TABLELANDS (LGA)</b>	<b>10</b>	<b>N/A</b>	<b>N/A</b>	<b>25</b>	<b>\$243,250</b>	<b>\$284,000</b>	<b>-14.3%</b>	<b>\$192,000</b>	<b>26.7%</b>

## SALES MARKET - VACANT LAND <2400M<sup>2</sup>

<b>CAIRNS (LGA)</b>	<b>92</b>	<b>\$191,500</b>	<b>-3.5%</b>	<b>357</b>	<b>\$220,000</b>	<b>\$230,000</b>	<b>-4.3%</b>	<b>\$212,000</b>	<b>3.8%</b>
<b>CAIRNS (LGA) ^</b>	<b>17</b>	<b>N/A</b>	<b>N/A</b>	<b>53</b>	<b>\$231,250</b>	<b>\$225,000</b>	<b>2.8%</b>	<b>\$277,500</b>	<b>-16.7%</b>
BENTLEY PARK	19	N/A	N/A	34	\$183,000	\$161,250	13.5%	\$167,500	9.3%
EDMONTON	16	N/A	N/A	37	\$168,000	N/A	N/A	\$153,800	9.2%
GOLDSBOROUGH ^	8	N/A	N/A	24	\$212,500	\$220,000	-3.4%	\$190,000	11.8%
GORDONVALE	9	N/A	N/A	30	\$152,000	\$154,000	-1.3%	\$140,000	8.6%
KEWARRA BEACH	5	N/A	N/A	33	\$190,000	\$248,750	-23.6%	\$262,250	-27.6%
PALM COVE	6	N/A	N/A	32	\$362,500	\$349,500	3.7%	\$280,000	29.5%
REDLYNCH	7	N/A	N/A	32	\$283,500	\$268,500	5.6%	\$238,000	19.1%
SMITHFIELD	4	N/A	N/A	42	\$217,500	\$208,500	4.3%	\$220,000	-1.1%

<b>SURROUNDS</b>									
<b>CASSOWARY COAST (LGA)</b>	<b>20</b>	<b>\$65,500</b>	<b>-20.7%</b>	<b>81</b>	<b>\$83,250</b>	<b>\$105,000</b>	<b>-20.7%</b>	<b>\$85,000</b>	<b>-2.1%</b>
<b>CASSOWARY COAST (LGA) ^</b>	<b>21</b>	<b>\$105,000</b>	<b>-18.8%</b>	<b>63</b>	<b>\$130,000</b>	<b>\$163,000</b>	<b>-20.2%</b>	<b>\$134,000</b>	<b>-3.0%</b>
<b>DOUGLAS (LGA)</b>	<b>4</b>	<b>N/A</b>	<b>N/A</b>	<b>20</b>	<b>\$157,500</b>	<b>\$160,000</b>	<b>-1.6%</b>	<b>\$124,000</b>	<b>27.0%</b>
<b>DOUGLAS (LGA) ^</b>	<b>8</b>	<b>N/A</b>	<b>N/A</b>	<b>22</b>	<b>\$91,875</b>	<b>\$155,000</b>	<b>-40.7%</b>	<b>\$175,000</b>	<b>-47.5%</b>
<b>MAREEBA (LGA)</b>	<b>11</b>	<b>N/A</b>	<b>N/A</b>	<b>35</b>	<b>\$106,000</b>	<b>\$115,000</b>	<b>-7.8%</b>	<b>\$95,000</b>	<b>11.6%</b>
<b>MAREEBA (LGA) ^</b>	<b>12</b>	<b>N/A</b>	<b>N/A</b>	<b>52</b>	<b>\$144,500</b>	<b>\$135,000</b>	<b>7.0%</b>	<b>\$210,000</b>	<b>-31.2%</b>
MAREEBA	11	N/A	N/A	28	\$111,000	\$115,000	-3.5%	\$95,000	16.8%
<b>TABLELANDS (LGA)</b>	<b>22</b>	<b>\$127,000</b>	<b>0.0%</b>	<b>81</b>	<b>\$115,000</b>	<b>\$120,750</b>	<b>-4.8%</b>	<b>\$100,000</b>	<b>15.0%</b>
<b>TABLELANDS (LGA) ^</b>	<b>21</b>	<b>\$155,000</b>	<b>-3.6%</b>	<b>69</b>	<b>\$159,000</b>	<b>\$180,000</b>	<b>-11.7%</b>	<b>\$172,500</b>	<b>-7.8%</b>
ATHERTON	10	N/A	N/A	34	\$116,000	\$119,000	-2.5%	\$96,500	20.2%

## RENTAL MARKET - 3 BED TOWNHOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
<b>CAIRNS REGIONAL</b>		<b>\$395</b>	<b>20</b>	<b>\$400</b>	<b>13</b>	<b>\$375</b>	<b>24</b>
4870	Cairns & suburbs of Cairns	\$388	12	\$400	8	\$350	16
<b>DOUGLAS SHIRE</b>		<b>\$460</b>	<b>13</b>	<b>\$463</b>	<b>10</b>	<b>\$430</b>	<b>14</b>
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$460	13	\$463	10	\$440	13

## RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
<b>CAIRNS REGIONAL</b>		<b>\$410</b>	<b>293</b>	<b>\$395</b>	<b>333</b>	<b>\$360</b>	<b>466</b>
4865	Gordonvale	\$393	16	\$365	14	\$300	10
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$380	52	\$380	62	\$350	88
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$390	43	\$360	52	\$340	77
4870	Cairns & suburbs of Cairns	\$420	108	\$400	107	\$375	164
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$400	29	\$400	37	\$385	50
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$450	45	\$420	56	\$380	72
<b>DOUGLAS SHIRE</b>		<b>\$395</b>	<b>32</b>	<b>\$385</b>	<b>25</b>	<b>\$360</b>	<b>25</b>
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$350	20	\$345	16	\$330	16
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$530	12	\$500	9	\$450	9
<b>CASSOWARY COAST REGIONAL</b>		<b>\$320</b>	<b>53</b>	<b>\$300</b>	<b>80</b>	<b>\$280</b>	<b>98</b>
4849	Cardwell	N/A	4	N/A	3	\$250	8
4852	Bingil Bay	\$370	17	\$365	16	\$340	23
4854	Bilyana	\$310	9	\$290	20	\$255	9
4858	Comoon Loop	N/A	2	N/A	4	N/A	4
4860	Bamboo Creek	\$295	18	\$290	32	\$270	49
<b>TABLELANDS REGIONAL</b>		<b>\$330</b>	<b>72</b>	<b>\$315</b>	<b>76</b>	<b>\$290</b>	<b>80</b>
4872	Dimbulah/Kairi/Mt Garnett/Tinaroo/Walkamin	\$275	8	\$270	5	\$320	5
4882	Tolga	N/A	2	\$310	8	\$300	7
4883	Atherton/Upper Baron	\$340	33	\$330	40	\$300	31
4884	Yungaburra/Lake Eacham	\$358	6	N/A	4	\$295	12
4885	Malanda/Tarzali/Jaggan	\$300	11	N/A	4	\$295	6
4887	Herberton/Wondecla	N/A	1	N/A	4	\$280	10
4888	Ravenshoe/Evelyn/Millstream	\$290	10	\$295	9	\$280	9
<b>MAREEBA SHIRE</b>		<b>\$340</b>	<b>27</b>	<b>\$330</b>	<b>53</b>	<b>\$335</b>	<b>52</b>
4880	Mareeba/Biboohra	\$340	23	\$320	46	\$320	39
4881	Kuranda/Koah/Speeewah	N/A	4	\$420	7	\$380	13

## RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
<b>CAIRNS REGIONAL</b>		<b>\$320</b>	<b>701</b>	<b>\$310</b>	<b>597</b>	<b>\$285</b>	<b>828</b>
4868	Mt Sheridan/Bayview Hts/Tarrowarra/White Rock/Woree	\$295	65	\$280	69	\$250	75
4869	Centenary Hts/Centenary Pk/Edmonton/Tamarind Gardens	\$285	17	\$278	18	\$250	31
4870	Cairns & suburbs of Cairns	\$320	437	\$310	371	\$280	552
4878	Caravanica/Holloways Bch/Lake Placid/Machans Bch/McGregor/Smithfield/Smithfield Hts/Yorkeys Knob	\$330	58	\$300	55	\$290	66
4879	Buchan Pt/Clifton Bch/Ellis Bch/Kewarra Bch/Palm Cove/Trinity Bch/Trinity Pk	\$350	122	\$340	79	\$300	99
<b>DOUGLAS SHIRE</b>		<b>\$310</b>	<b>75</b>	<b>\$320</b>	<b>50</b>	<b>\$300</b>	<b>69</b>
4873	Mossman/Cooya Beach/Cow Bay/Mialla/Newell/Wonga	\$260	13	\$240	15	\$220	15
4877	Port Douglas/Craiglie/Mowbray/Oak Beach	\$318	62	\$350	35	\$310	54
<b>CASSOWARY COAST REGIONAL</b>		<b>\$225</b>	<b>60</b>	<b>\$230</b>	<b>58</b>	<b>\$200</b>	<b>94</b>
4849	Cardwell	\$233	6	N/A	3	\$200	12
4852	Bingil Bay	\$260	9	\$245	14	\$225	27
4854	Bilyana	\$228	8	\$250	7	\$135	23
4860	Bamboo Creek	\$220	34	\$220	31	\$190	31
<b>TABLELANDS REGIONAL</b>		<b>\$240</b>	<b>25</b>	<b>\$250</b>	<b>25</b>	<b>\$240</b>	<b>36</b>
4883	Atherton/Upper Baron	\$250	16	\$253	20	\$245	28
<b>MAREEBA SHIRE</b>		<b>\$275</b>	<b>23</b>	<b>\$245</b>	<b>30</b>	<b>\$220</b>	<b>24</b>
4880	Mareeba/Biboohra	\$275	21	\$240	27	\$220	22



CAIRNS



## OTHER REGIONAL

### SALES MARKET - HOUSES <2400m<sup>2</sup>

SUBURB/LGA	QTRLY NO. SALES	QTRLY MEDIAN SALE	QTRLY CHANGE	ANNUAL NO. SALES	ANNUAL MEDIAN SALE	ANNUAL MEDIAN SALE (1YR AGO)	1YR CHANGE	ANNUAL MEDIAN SALE (5YRS AGO)	5YR CHANGE
<b>SOUTH WEST</b>									
BALONNE (LGA) ^	1	N/A	N/A	13	N/A	N/A	N/A	\$245,000	N/A
MURWEIH (LGA)	10	N/A	N/A	44	\$88,500	\$73,000	21.2%	\$122,000	-27.5%
MURWEIH (LGA) ^	0	N/A	N/A	9	N/A	N/A	N/A	N/A	N/A
MARANOVA (LGA)	15	N/A	N/A	86	\$190,000	\$205,000	-7.3%	\$277,500	-31.5%
MARANOVA (LGA) ^	9	N/A	N/A	29	\$375,000	\$305,000	23.0%	\$455,000	-17.6%
ROMA	12	N/A	N/A	71	\$222,500	\$230,000	-3.3%	\$305,000	-27.0%
CHARLEVILLE	8	N/A	N/A	39	\$95,000	\$80,000	18.8%	\$149,000	-36.2%
PAROO (LGA) ^	1	N/A	N/A	3	N/A	N/A	N/A	N/A	N/A
QUILPPE (LGA) ^	1	N/A	N/A	1	N/A	N/A	N/A	N/A	N/A
<b>CENTRAL-WEST</b>									
BARCADDINE (LGA) ^	2	N/A	N/A	13	N/A	\$80,000	N/A	N/A	N/A
BLACKALL TAMBO (LGA) ^	0	N/A	N/A	5	N/A	\$54,000	N/A	N/A	N/A
LONGREACH (LGA)	6	N/A	N/A	28	\$140,000	\$155,000	-9.7%	\$230,000	-39.1%
LONGREACH (LGA) ^	1	N/A	N/A	5	N/A	N/A	N/A	N/A	N/A
<b>NORTH-WEST</b>									
CLONCURRY (LGA) ^	4	N/A	N/A	11	N/A	N/A	N/A	N/A	N/A
FLINDERS (LGA) ^	0	N/A	N/A	4	N/A	N/A	N/A	N/A	N/A
MCKINLAY (LGA) ^	0	N/A	N/A	2	N/A	N/A	N/A	N/A	N/A
MOUNT ISA (LGA)	38	\$232,500	-7.1%	166	\$241,500	\$254,250	-5.0%	\$346,250	-30.3%
MOUNT ISA (LGA) ^	2	N/A	N/A	8	N/A	N/A	N/A	N/A	N/A
<b>FAR NORTH</b>									
BARCADDINE (LGA) ^	2	N/A	N/A	13	N/A	\$80,000	N/A	N/A	N/A
WEIPA (LGA)	2	N/A	N/A	21	\$475,000	\$460,000	3.3%	\$500,000	-5.0%
WEIPA (LGA) ^	0	N/A	N/A	0	N/A	N/A	N/A	N/A	N/A

### RENTAL MARKET - 2 BED UNITS

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
<b>SOUTH WEST</b>							
	BALONNE SHIRE	\$170	9	N/A	3	\$150	6
4487	St George	\$200	7	N/A	2	N/A	3
	MARANOVA REGIONAL	\$175	16	\$163	10	\$200	22
4455	Roma	\$180	15	\$165	9	\$225	21
<b>NORTH WEST</b>							
	CLONCURRY SHIRE	\$320	6	\$218	10	\$220	5
4824	Cloncurry	\$320	6	\$218	10	\$220	5
	MOUNT ISA CITY	\$245	34	\$230	81	\$250	103
4825	Alexandria	\$245	34	\$230	81	\$250	103
<b>FAR NORTH</b>							
	COOK SHIRE	\$280	5	N/A	3	\$230	9
4895	Bloomfield	N/A	3	N/A	2	N/A	4

### RENTAL MARKET - 3 BED HOUSES

POST CODE	LOCALITY <sup>1</sup>	SEP-20 \$ / WEEK	NEW BONDS	SEP-19 \$ / WEEK	NEW BONDS	SEP-15 \$ / WEEK	NEW BONDS
<b>SOUTH WEST</b>							
	BALONNE SHIRE	\$250	14	\$250	15	\$250	16
4487	St George	\$250	13	\$250	14	\$265	15
	MARANOVA REGIONAL	\$250	59	\$250	52	\$280	75
4455	Roma	\$260	53	\$263	44	\$280	61
	MURWEH SHIRE	\$175	7	\$200	12	\$220	24
4470	Charleville	\$175	7	\$200	12	\$220	24
<b>CENTRAL WEST</b>							
	LONGREACH REGIONAL	\$260	12	\$243	12	\$240	22
4730	Brixton	\$260	12	\$245	11	\$240	21
	BLACKALL-TAMBO REGIONAL	\$170	8	N/A	2	\$150	11
4472	Blackwall	\$160	7	N/A	2	\$150	10
<b>NORTH WEST</b>							
	CLONCURRY SHIRE	\$300	19	\$285	14	\$340	15
4824	Cloncurry	\$300	19	\$285	14	\$340	15
	MOUNT ISA CITY	\$420	66	\$370	101	\$400	93
4825	Alexandria	\$420	66	\$370	100	\$400	93
<b>FAR NORTH</b>							
	COOK SHIRE	\$300	26	\$290	15	\$280	27
4871	Almaden	\$278	18	\$280	13	\$270	19
4895	Bloomfield	\$343	8	N/A	2	\$340	8

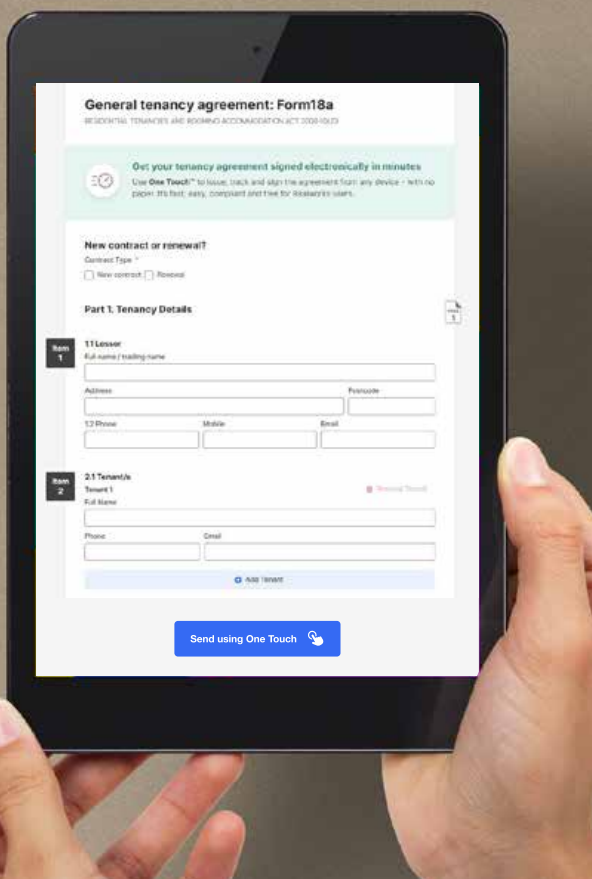
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# 5

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